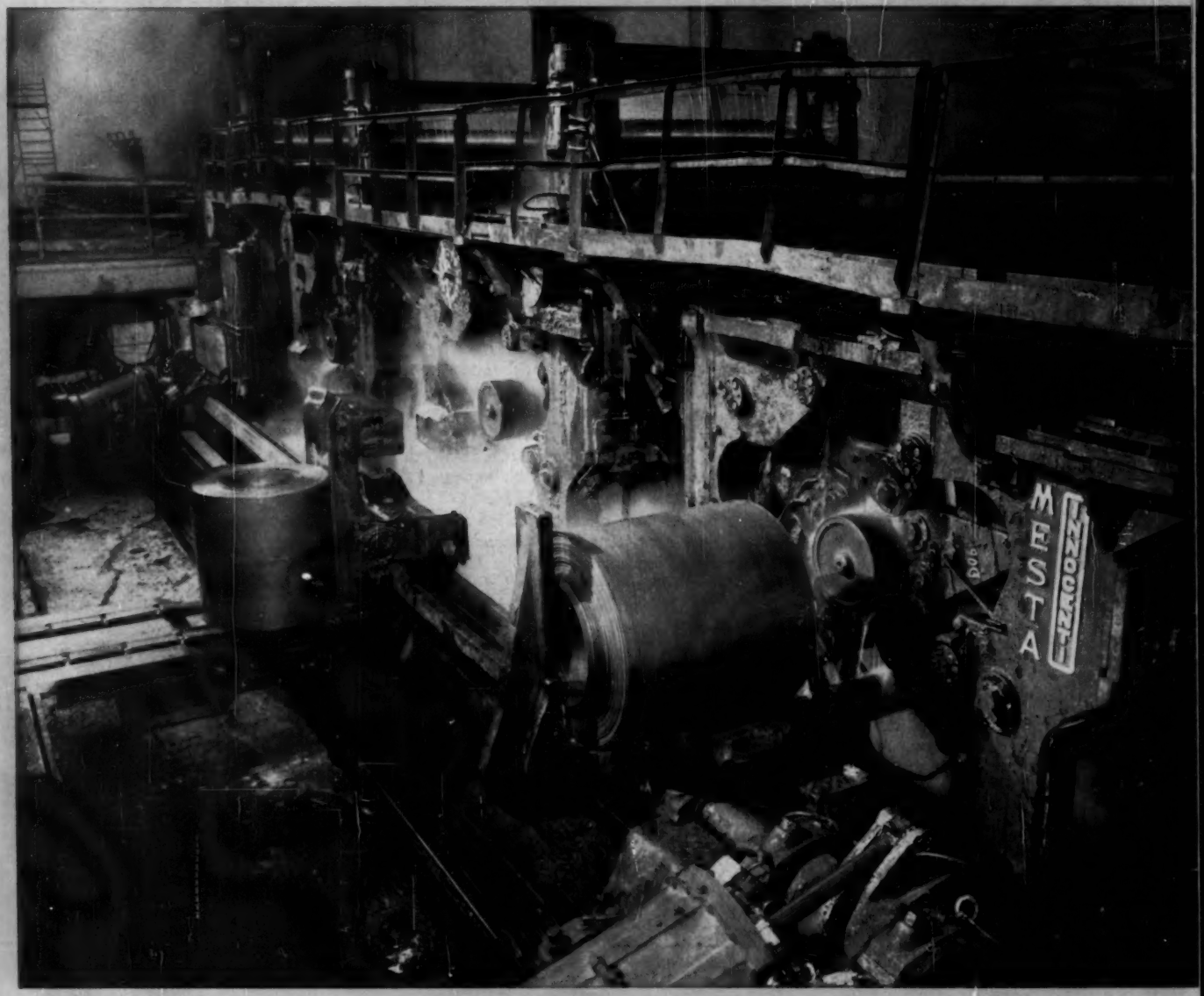
A U.S. DEPARTMENT OF COMMERCE PUBLICATION

THE UNIVERSITY OF MICHIGAN
JAN 25 1963
PERIODICAL READING ROOM

International Commerce

Exports hit $20.8 billion peak in '62

January 14, 1963



Business Bulletins *from around the world*

AUSTRALIA—Tariff Board receives request from domestic industry for increased protection from imports of detergent alkylates, fatty alcohols, and sulphonic acids classified under tariff items 230(D)(1) and 281(L)(1). U.S. supplied over half of Australia's imports of detergent alkylates in 1961-62; trade in fatty alcohols was insignificant; statistics on sulphonic acids are not available.

BELGIUM—Rocke International Corporation of New York opens Brussels export office to handle importation of U.S. electronic equipment and machines for producing pharmaceuticals.

Modernization of railway system progressing. Electrification completion dates: Brussels-Mons line, February; Mons-Paris, June; Charleroi-Erquelinnes, end of 1963. Last steam engines to disappear by 1967. Nearly all wooden passenger cars replaced by metal cars, and wooden freight cars being replaced rapidly.

CHILE—100,000 kw electric plant constructed at Renca by Compania Chilena de Electricidad, Chilean subsidiary of American and Foreign Power Co., represents about 300 million kwh annually. It will use Chilean coal, but is equipped for conversion to fuel oil should coal shortage arise. Second plant of 115,000 kw (Las Ventanas) under construction, representing $26 million investment and scheduled to go into operation in November 1964. These 2 plants will serve provinces of Santiago, Valparaiso and Aconcagua, with some 3 million inhabitants and 10,000 industries.

CONGO (Leopoldville)—Newly established Societe Congolaise pour l'Industrie des Viandes et des Produits Alimentaires (ALIVIA) constructing several slaughterhouses, refrigeration plants, and meat storage facilities in Leopoldville area. Another company, Chantier Naval et Industriel du Congo (CHANIC), producing machetes, aluminum screens, padlocks, hinges, and other formerly imported hardware, also in Leopoldville area. ALIVIA and CHANIC are subsidiaries of Societe Generale, Belgian company with comprehensive interests in all sectors of Congo's economy.

EL SALVADOR—New shirt factory opened in December, manufacturing "Manhattan" brand men's shirts under license and with technical assistance of Manhattan International of U.S. Current production of 25 to 30 dozen shirts per day soon to be doubled, as present supply does not meet demand. Hopes are to eventually supply Central American market.

GABON—Television to be introduced in April 1963 under contract signed by Government and French firm, Societe Francaise des Techniques. Programming initially to be educational and news with receivers provided in "viewing centers" throughout country for mass coverage.

GHANA—Contract valued at £3 million ($8.4 million) awarded to Marconi Wireless & Telegraph Co., Ltd., of England for erecting of 3 tv transmitting stations and extending external and internal broadcasting network. Construction to begin within 4 months.

INDIA—Government reportedly to give favorable consideration to foreign collaboration in light and medium machine tools industry. Present licensed capacity in this high-priority industry about $46.2 million worth of tools as compared with expected $60 million demand by 1966.

As curb on undue price rises, Government bans forward trading in copper, lead, zinc, and tin. Outstanding contracts entered into before November 29 to be completed at rates prevailing on that date.

IRAN—B. F. Goodrich Iran, S.A., concludes agreement with local assembler and distributor to provide all (British) Land-Rover vehicles in Iran with Goodrich's locally-produced rubber tires.

ITALY—SARDAMAG, Italo-British-German company, constructing $4.8 million magnesium oxide plant in S. Antioco, Sardinia. Production to start in 1964 with capacity of 50,000 tons of magnesite.

NIGERIA—World Bank to lend equivalent of $13.5 million for improving Port of Lagos. Extension of quays to provide 4 additional berths.

PAKISTAN—Government accepts French proposal to set up oil refinery at Chittagong in cooperation with Pakistani investors. Pakistani consortium including Ispahanis to provide most of equity capital, balance to be contributed by Regie Autonome des Petroles (RAP) and ENSA. Construction presumably to be done by French firm TECHNIP.

SUDAN—Sudan Railways to issue tenders shortly for 90-pound steel rails to replace 75-pound rails now in use on main line from Khartoum to Port Sudan via Atbara. Railway plans to replace 100 miles of track each year until all 500 miles completed.

TAIWAN—Gulf Oil and Chinese Petroleum Corporations sign preliminary agreement to invest jointly about $11 million in lubricant plant in southern Taiwan. Lubricants produced by new plant, scheduled for completion in 2 years, to be sold domestically and exported. Taiwan currently imports $3-4 million worth annually.

THAILAND—Construction of $3.6 million, 8-lane expressway from Bangkok railway station to Port of Bangkok to begin shortly.

Insurance Association of Thailand reportedly planning to approach Government to induce local importers to use domestic insurance for imports shipments.

UNITED KINGDOM—Board of Trade announces $84,000 quota for cigar imports from Dollar Area other than Cuba for 1963—same as last year's quota.

Britons will pay less for television sets, radios, phonographs and records, and cosmetics as result of January 1 reduction in purchase tax from 45 to 25%, intended as economic stimulus.

DEPOSITED BY THE
UNITED STATES OF AMERICA

U.S. Department of Commerce

International Commerce

formerly FOREIGN COMMERCE WEEKLY

January 14, 1963 Volume 69, Number 2

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

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About the cover

The U.S. Industrial Automation Trade Mission recently spent several weeks in Italy and reports in this issue on the dynamic development of the industrial productivity there. Trade team members visited a number of factories such as the Cornigliano plant near Genoa, shown in the photo, and came away with the idea that the Italian is striving to achieve a much higher standard of living, one which approximates that of the United States. For the report on trade opportunities in Italy see pages 6 to 18.

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RECORDS SHATTERED

Trade deficit cut in '62

Exports

New $20.8 billion peak parallels world rise, with U.S. share steady at around 19.5%

Net gain

Balance-of-payments gap down by half-billion, reflecting decreased U.S. capital outflows

Promise

Green fields for U.S. exporters seen in Canada, Japan, and underdeveloped areas

By EVELYN M. PARRISH

International Trade Analysis Division
Office of Regional Economics

U.S. exports and imports set records in 1962, and the payments balance improved.

On the basis of January-November data, U.S. exports (excluding military grant-aid) rose for the fourth successive year to a new peak of $20.8 billion, 4% higher than in 1961. The 1962 advance in U.S. exports roughly equalled the percentage rise in world exports, and the U.S. share of foreign markets remained close to 1961's 19.5%.

Evelyn M. Parrish

Imports for 1962 are estimated at an all-time high of about $16.4 billion—12% over the relatively low 1961 level.

Surplus lower

With the more rapid rise in imports than in exports, the export surplus dropped to around $4.4 billion in 1962, compared with $5.3 billion in the preceding year. Excluding Government-financed shipments, the surplus fell from $3.2 billion in 1961 to $1.9 billion in 1962.

Despite the substantial drop in the merchandise export surplus, it is estimated that the balance-of-payments deficit was reduced by about $.5 billion to $2 billion in 1962. The improvement in large measure stemmed from a sharp drop in outflows of U.S. private capital. Repayments on U.S. Government loans by foreign governments, although substantial, totaled nearly the same as in 1961.

Need for expansion

The reduction in the 1962 export surplus despite a record level of exports calls attention to the need for a greater rate of expansion in our sales abroad. The new investment tax credit in the Revenue Act of 1962 and the Treasury Department's 1962 liberalization of depreciation allowances present businessmen here with an opportunity to modernize their plants, reduce costs, and improve their competitive position in foreign markets. The Trade Expansion Act provides an instrument through which the U.S. can improve its opportunity to share in the increased flow of goods between nations. Many new Government facilities have been established during the past few years to further assist traders to market their products in foreign countries.

Although exports in 1962 were at a record level, we must look for further gains at a more rapid pace in 1963 if the deficit in our international payments is to be eliminated.

Promising areas

Prospects for selling more American goods abroad in 1963 appear to be most promising in industrial areas. The decelerating rate of growth in Western Europe may deter gains there, although continued labor shortages and rising prices place the U.S. in a better competitive position vis-a-vis the European nations. Substantial improvements in the foreign reserve positions of Canada and Japan may lead to better export prospects in those countries in 1963.

Expanding exports to underdeveloped areas hinge on their foreign exchange earnings through trade with the U.S. and third countries as well as on receipts of private investment funds and aid from foreign governments. The almost steady deterioration for the past 5 years in world market prices of primary commodities, which are the main trading items of the underdeveloped areas, has seriously affected their earnings. Also, political instability in many of the countries has discouraged inflows of private capital.

The import trend in 1963 is contingent upon the movement of the U.S. economy. Already at a high level at year-end, imports can rise further during 1963 as domestic output and income expand.

Since mid-1961 advances in imports have outdistanced those in the domestic economy. The underlying upward trend in imports persisted throughout 1962,

About the author

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after cognizance is taken of distortions in the third and fourth quarters because of the longshoremen's strike on the Atlantic and Gulf coasts. In the third quarter, a peak seasonally-adjusted annual rate of $16.9 billion was reached, because of swollen imports in September in anticipation of a strike. Called in October, the strike was halted within a few days by an 80-day Taft-Hartley injunction, but was resumed again on December 23. A speed-up in movements of foreign trade goods early in December may have cushioned the early effects of strike resumption, but a long-drawn-out work stoppage could have serious effects on both U.S. imports and exports. About four-fifths of the value of export and import waterborne trade normally moves through the strike-affected ports.

Drop in second half

U.S. exports hit a peak annual rate of $21.7 billion, seasonally adjusted, in the second quarter. Contributing to that high level were heavy inventory purchases by Canada and some forward purchasing by the European Economic Community because of impending (August 1) duty changes in the external Common Market tariff on certain agricultural commodities.

After the second quarter, exports dropped off and in the latter months of the year appeared to be trending downward. Like imports, exports in the final 2 quarters were affected by the longshoremen's strike.

Industrial supplies

U.S. exports of capital equipment, consumer goods, and foodstuffs made strong forward strides to new record levels in 1962. Exports of foodstuffs were supported by large increases in feed grains —double the amount of decrease in wheat shipments. Cash sales of military equipment to foreign governments also gained substantially. Weakness remained apparent, however, for the second consecutive year in exports of industrial supplies and materials. Sales abroad of these products fell appreciably further in 1962 largely because of reduced sales of cotton, metal scrap, and refined copper to Western Europe and Japan.

All major import categories rose substantially in 1962. The largest percentage gain was in consumer goods. Part of this rise reflected the re-stocking of foreign car inventories in the hands of U.S. dealers in the first half of 1962. Much of the remainder of the increase was in textile and leather manufactures, radios, photographic goods, and artworks.

U.S. Merchandise Trade

(Billions of dollars)

Period	Nonmilitary exports	General imports	Excess of nonmilitary exports	
			Total	Excluding government aid [1]
Calendar year totals:				
1960	19.6	15.0	4.6	2.8
1961	20.1	14.7	5.3	3.2
1962 (estimated)	20.8	16.4	4.4	1.9
Seasonally adjusted quarterly totals at annual rates:				
1961: January-March	20.4	13.8	6.6	4.3
April-June	19.3	14.0	5.4	3.6
July-September	20.0	15.6	4.4	2.0
October-December	20.8	15.7	5.1	2.8
1962: January-March	20.6	15.9	4.7	2.4
April-June	21.7	16.4	5.3	3.1
July-September	21.2	16.9	4.3	1.7
October-December (estimated)	19.6	16.4	3.2	0.4

[1] All Government grants and capital, including Export-Import Bank loans, as estimated by Office of Business Economics through third quarter 1962.

Prepared in the International Trade Analysis Division, Office of Regional Economics, from basic data of the Bureau of the Census, U.S. Department of Commerce. December 1962.

Imports of industrial materials and supplies especially oil, iron ore, steel, and aluminum also advanced markedly in 1962, and foodstuffs imports advanced, largely because of increases in meat and fish. Imports of capital equipment made some gains in 1962 but appeared to be decreasing in the latter part of the year.

Average unit-values of imported goods continued to drift downward in 1962, dropping about 2% under 1961 levels. Average unit-values of exports, which had trended upward during 1961 and early 1962, appeared to have leveled off after the first-quarter high point and probably were only about 1% higher in 1962 than in 1961.

The nearly 5% rise in shipments to industrial Western Europe in 1962 was centered mainly in increased cash sales of military materiel. Sales of commercial goods to this area have advanced very little since the strong 1960 upsurge. U.S. purchases from Western Europe in 1962, especially of consumer goods, rebounded sharply from low 1960-61 levels.

Exports of industrial supplies and materials to the European Economic Community declined for the second year, reflecting sharp decreases in cotton, steelmaking materials, and refined copper. Offsetting these declines were increases in machinery, other capital equipment, and foodstuffs. Purchases of new machinery with automation features were stimulated by labor shortages and rising wages. Sales of foodstuffs to the area advanced strongly in 1962, reflecting in part heavy purchases of feed grains and poultry in the first half before new external tariffs under the Common Agricultural Policy became operative.

U.S. purchases from the European Economic Community rose substantially in 1962. About half the gain was in consumer goods such as passenger cars, textiles, and artworks. The U.S. export surplus in trade with the Community, although lower than in 1961, was well over $1 billion in 1962.

United Kingdom

Shipments to the United Kingdom in 1962 remained close to the low level to which they had fallen in 1961. Rising imports, particularly of passenger cars,

brought the trade in close balance. As in the case of the EEC, exports of feed grains to the United Kingdom increased, but shipments of cotton, copper, and other industrial supplies dropped.

In 1962, United Kingdom industrial production began to pick up, and there were signs of a reversal of inventory liquidation toward the end of the year. Almost all continental Western European countries, stimulated by the Common Market, continued to show economic gains in 1962 which were instrumental in holding U.S. sales there at relatively high levels. The rate of increase in industrial output and other economic indicators, however, was smaller than in 1961 and a further slowing is expected.

New methods needed

Growth in consumer expenditures in Western Europe offers a strong potential market for consumer goods. U.S. sales of these goods to Europe in the past, however, have been relatively minor, and innovations in marketing methods may be needed in order to make gains in this area. Increases in European production costs relative to U.S. costs may enhance U.S. sales prospects for both consumer and producers goods. On the other hand, the U.S. will face tariff differentials of 50 to 60% in trade with members of both the European Economic Community and the European Free Trade Association. Furthermore, some of our major agricultural exports to the EEC may be limited by the implementation of their Common Agricultural Policy.

Another important factor will be the outcome of negotiations for United Kingdom entry into the EEC. Intensified competition in an enlarged market could further stimulate industrial modernization, increasing demand for new producers goods. U.S. goods, however, would be subject to increased competition from within the broader European market.

U.S. trade with Japan was in near-balance in 1962. Japan experienced a mild recession during the year, related to balance-of-payments difficulties, and sales to that country—at a record level in 1961 of over $1.7 billion—receded by about one-sixth. Imports, on the other hand, bounded upward by nearly two-thirds. Increases in imports were principally in consumer goods including textiles and electrical appliances, and in industrial supplies, especially iron and steel-mill products. Most of the decline in shipments to Japan was in industrial supplies—including copper, steel scrap, and cotton—that had been high in 1961. Machinery shipments continued buoyant. They rose by about one-fifth from the 1961 level, reflecting continuing Japanese modernization and expansion. Exports of foodstuff to Japan also increased.

Prospects for U.S. exports to Japan, our second largest market, appear more promising in 1963. Improvement in the Japanese balance-of-payments position had already brought some liberalization of import policy by the year-end with further relaxation likely. Production, employment, and income continue high.

Canada

Canada's economy showed record activity despite the mid-year foreign exchange crisis and the continued unemployment problem. It appeared at year-end that there had been a rise of nearly 8% in national output, the largest annual gain since 1956.

Buoyancy in the Canadian economy usually gives rise to increased U.S. exports and there was some gain in 1962. However, the strong second-quarter revival was dampened by Canadian actions during the foreign exchange crisis to halt loss of reserves. These actions included devaluation of the Canadian currency and imposition of emergency tariff surcharges. Following rapid third-quarter improvement in reserves, some emergency imposts were removed in October and November. The continued strong position of the Canadian dollar provides grounds for anticipating total elimination of emergency surcharges in 1963.

Most of the 1962 gain in exports to Canada was in machinery and automotive parts. The 1962 rate of increase in exports to Canada was much slower than that in imports, so that the U.S. export surplus was appreciably reduced. Imports of Canadian industrial materials—notably petroleum, iron ore, and nickel—expanded sharply, and U.S. purchases of machinery from Canada also rose.

U.S. trade with Australia rose strongly in 1962. Exports, stimulated by Australia's high economic activity, expanded by nearly one-fourth, with notable advances in machinery and passenger cars. Imports were about 5% higher, largely because of increased meat deliveries.

Asia and Africa

Enlargement of 1962 U.S. exports to underdeveloped areas of Asia and Africa in the main was due to increased U.S. Government assistance with procurement closely tied to U.S. sources. Outstanding export gains appeared in shipments to India and Pakistan, especially of steel and machinery, and in shipments to the United Arab Republic, principally of grains.

Notable gains in the value of imports from Asian and African underdeveloped areas were limited mainly to Malaya, Hong Kong, and South Africa. Tin and rubber were purchased in increased quantities from Malaya, textiles from Hong Kong, and wool, diamonds, and uranium from South Africa.

While increased U.S. aid was the major factor affecting U.S. exports to Asia and Africa, other influences on our trade, varying in intensity from country to country, included continuing competition from other industrial suppliers, low foreign exchange earnings, tendencies toward nationalization, devaluation in the case of Israel and the Philippines, and military disturbances in India and Yemen.

Economic progress in Asia and Africa should provide a favorable climate for 1963 U.S. exports. U.S. aid programs are expected to continue in an expansionary phase. The formation of a larger Malaysian Federation should have a stabilizing impact on economic and political conditions in Southeast Asia. In the 18 African countries associated with the European Common Market, U.S. suppliers may encounter stiffer competition from the European countries which enjoy preferential tariff treatment, but in other African areas prospects are good.

Latin America

U.S. exports to Latin American dipped about 5% in 1962, falling back to the 1960 level. The decline was largely confined to reduced shipments to Brazil, Chile, and Venezuela. Exports to other countries in the area were fairly well sustained. Imports from Latin America advanced by over 5%, mainly because of increased imports of petroleum from Mexico and Venezuela, and of sugar from the Dominican Republic.

In 1962, the U.S. imported slightly more goods from the area than it supplied, reversing the 1961 situation, and leading to some improvement in the area's dollar earnings. Foreign earnings of the Latin American coffee-producing countries may be maintained or increased through the International Coffee Agreement. An increase in Latin American exchange earnings could result in larger U.S. sales there in 1963, especially in view of our better competitive position at least vis-a-vis European suppliers. Demand is high, especially in more industrialized countries, for capital goods to modernize or expand plant facilities. Implementation of projects under the Alliance for Progress would also tend to expand U.S. exports of capital goods.

Eximbank changes made in political risk insurance

Lower costs and guarantees on lease and consignment abroad expands service to U.S. traders

The Export-Import Bank will put into effect several changes in the export insurance and guarantee programs on Jan. 15 and Feb. 1st. New services include insurance policies on export transactions to cover political risks only, and a rate schedule for insurance and guarantees which calls for lower fees and premiums. In addition, Eximbank will for the first time offer guarantees of payment for services, and on equipment on lease, consignment, or exhibit abroad. These steps were taken to further the expansion of U.S. exports and to match the most attractive features of export insurance systems abroad, the bank said.

Insurance against political risk

The Foreign Credit Insurance Association has been issuing short-term export credit insurance, and medium-term insurance, in association with Eximbank. Both policies are comprehensive, and cover both credit and political risks.

On February 1, FCIA will make available policies to cover political risks alone in the short and medium-term fields. Procedures for obtaining the new political risk policy are similar to those for the comprehensive, and the risks covered are identical to the political risk portion of a comprehensive policy. Short-term political risk policies will be issued on a "whole-turnover" (i.e., all eligible exports) basis. The medium-term policies will be considered on a case-by-case basis with reasonable safeguards but without requirement for a "reasonable spread of risk". Since the possibility of currency inconvertibility and other political risks comprises the major hazard in credit sales abroad, rates for separate political risk policies will be from two-thirds to three-fourths of those for comprehensive insurance. Eximbank will underwrite 100 percent of the liability under the new political risk policies.

Reduced costs

Fees for Eximbank guarantees to private banks and premium rates for FCIA insurance policies have in the past been based upon the term of the insured credit and upon three groupings of countries classed according to risk. Beginning January 15, fees and rates for medium-term insurance and guarantees will be based upon four groupings of countries instead of three. Short-term rates similarly will be revised effective February 1. This change will result in some reductions in fees and rates in a great many markets.

Export credit insurance is obtainable from FCIA, on either short or medium-term export credit sales, not only from the date of shipment but also from the date of the sales contract. To provide similar pre-shipment cover for exporters whose sales are to be financed without recourse by a commercial bank under an Eximbank guarantee, Eximbank will now issue medium-term pre-shipment guarantees to exporters who have arranged such non-recourse financing. In this way protection is provided against loss occurring after the date of contract of sale but before actual shipment abroad. During the pre-shipment period the exporter is covered against insolvency of the buyer and political risks which may prevent final shipment, but not against cancellation of the contract by the buyer or his failure to accept the goods. The new guarantees will be issued at the request of U. S. private banks on behalf of their exporter-customers, and will be issued only in conjunction with comprehensive guarantees to private banks which become effective at the time of shipment.

Guarantees

On a case-by-case basis, Eximbank for the first time will issue guarantees to cover risks in the sale of technical services abroad by U. S. firms. Included in the types of contracts eligible for guarantee are those for architectural services, design, engineering studies and reports, and economic surveys. Since the relationship between the buyer and seller in the case of a service contract is more complex than in the case of a contract for the sale of merchandise, more detailed analysis will be required in authorizing guarantees of payment for services.

Political risk guarantees for the first time will be available from Eximbank to cover losses in connection with U. S. equipment located abroad under leasing arrangements, or on consignment awaiting sale. Similar guarantees also may be obtained from Eximbank on U. S. goods on exhibit at trade fairs and the like.

Both guarantees and FCIA insurance will continue to be available in the form of advance commitments to enable exporters to negotiate for or bid on sales on credit terms.

India to buy $46.6 million in U.S. wheat; Turks buy corn

The U.S. and India have agreed on a program under Title I, Public Law 480, for the sale of $46.6 million worth (including certain ocean transportation costs) or about 300,000 bales of U.S. cotton.

Agreement has also been reached between the Governments of the U.S. and Turkey on an amended program under Title I, Public Law 480, for the sale of $900,000 worth of U.S. corn (approximately 670,000 bushels).

The proceeds from these sales are to be used for loans by the Agency for International Development (AID) to U.S. Indian and Turkish private enterprise; loans for economic development; payment of U.S. obligations abroad; and various other U.S. purposes.

UN Special Fund provides business opportunities

Promotes capital investment in world's developing nations

Increased interest in the possibilities of doing business with the executing agencies of the Special Fund of the United Nations has led the Commerce Department's Trade Opportunities Staff to prepare some brief background information on this subject.

The Special Fund came into being as an agency of the UN on January 1, 1959. It assists less developed countries accelerate their economic growth by creating conditions which make capital investment of all types more feasible or effective.

The 3 major fields of Special Fund activity are: (1) surveys, (2) training, and (3) applied research.

Resource surveys and feasibility studies include, for example, assistance being given the Government of Ghana in surveying the Lower Volta Flood Plain with the Food and Agriculture Organization of the UN the Executing Agency for this project.

Buy machine tools

In manpower training and technical education, the Special Fund is providing internationally recruited experts and supplying locally unavailable equipment and machine tools for projects such as a National Instructors Training Centre in Bogota, Colombia. The International Labour Organization is the Executing Agency.

Applied research projects include the Central Mechanical Engineering Research Institute in Durgapur, India, where high precision machine tools and other equipment are being furnished. The UN Educational, Scientific and Cultural Organization (UNESCO) is Executing Agency for this project.

Information on other Special Fund projects may be reviewed as they become available to the Trade Opportunities Staff of BDSA, Washington, D.C. The Field Offices of the U.S. Department of Commerce will have general lists of these projects, and can obtain specific information for businessmen on request.

TRADE MISSION IN ACTION: Mission members toured 63 industrial plants, visiting 7 Italian cities. One of the plants inspected was the Finnecchanica factory in Naples where U.S. delegation reviewed machinery operation methods.

MISSION REPORT

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12 articles on trade opportunities found in Italy

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By ROY F. GOOTENBERG

Trade Mission Director

Because so much has been written about the dramatic post-war industrial resurgence of Italy and its acceleration in the past several years these reports attempt to avoid repetition. It should be noted, however, that Americans have shared in stimulating, and now in the satisfaction and pride surrounding, the modern Italian renaissance centered in its creative economy.

Roy Gootenberg

Indices of Italian growth deserve careful consideration by American businessmen:

—Gross national product rose 7% in 1960; 8% in 1961; leveling slightly to 5.5% in 1962 (at constant prices);

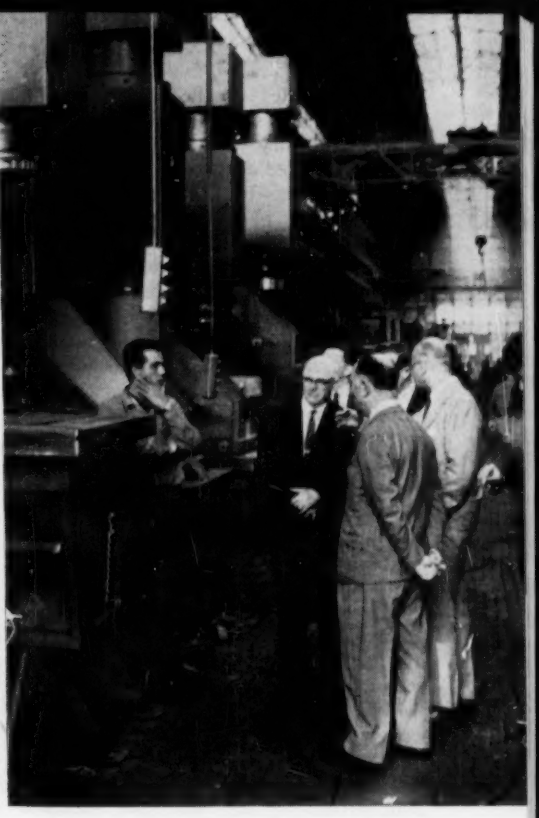
—Industrial production was up more than 9% in 1961; may be 11% greater in 1962;

—Exports in 1961 expanded 15%; imports 10%; equally significant rises in 1962 are predicted;

—Capital investment has soared to over 25% of the gross national product.

As a result of this dynamic momentum, Italy is considered, next to Japan, the fastest growing economy among the developed nations of the world. However, thoughtful Italians resent this industrial explosion being described as "the Italian miracle," despite the praise implied in the term. Fiat's Board of Directors, e.g., in its April 1962 Report cogently observes that the so-called miracle:

> *". . . is nothing but a narrowing of the gap between the level reached by Italy and that of the most advanced countries in Western Europe . . . During these past few years the country has shaken off its post-war inertia. It has regained courage and confidence, and rekindled its spirit of initiative and enterprise. However . . . it must not be overlooked that our per capita national income is still about half that of the French, English, German, Swiss, Belgian, and only one-fifth that of the United States . . .".*



regained

The American Mission

It was within this context that the United States Industrial Automation Mission to Italy in 1962 was planned and operated. Its aim was to assist and to learn from Italy's expansion, by widening channels of trade between these two developed but dynamic nations and between their business communities. The Mission focused on areas representing the greatest source of potential assistance to businessmen in both countries, i.e., industrial machinery, equipment and automation.

As a specialized Mission returning from an intensive five-week tour of seven Italian cities, the members are capable of reporting adequately within those selected fields in which the businessmen members are authorities. As a result, the following special analyses will essentially cover only advanced automation, instrumentation, electronics, machine tools, metallurgical equipment, packaging machinery, and air conditioning equipment. Included also are

U.S. Industrial Automation Mission to Italy

(November 10 through December 15, 1962)

Itinerary

Operated in 7 cities: Naples, Rome, Florence, Bologna, Milan, Turin and Genoa, in that order.

Interviews

Conducted 804 individual consultations with businessmen; in addition, visited 63 industrial plants.

Business Proposals

Presented 600 business proposals submitted by United States firms:

a. 526 of these received interested inquiries from Italian companies and were discussed with them by Mission members. (85% of all business proposals were taken up for further negotiation, with an average of four Italian firms responding to each "BP");

b. 163 of these proposals were directly concerned with the Mission's specialties, machinery and equipment; of these, 152 received interested inquiries (a response of 93%);

c. The discussions of the business proposals above have resulted in a total of 2,048 separate contacts having been started between Italian and American businessmen.

In addition to the business proposals, it has developed 422 additional specific trade and investment opportunities for dissemination to United States industry.

a. Of the trade opportunities developed:
34% were proposals for joint ventures with American firms and/or for license to manufacture U.S. products;
26% were proposals for sales agencies, or manufacturers representation;
23% represented requests for direct exports from the U.S.;
17% were requests for direct sales to be imported into the U.S.

special articles on licensing and joint ventures; the social wage structure of Italian industry; and business operation within a mixed economy.

Observations by the Mission members are the result of impressions gained during 804 individual consultations with business executives, in addition to 63 plant visits, and through conversations with several hundred other representative Italians. The Mission concentrated its efforts more on stimulating specific business arrangements than an overall market analysis. Therefore, the reports must be regarded primarily as selective samples rather than comprehensive coverage.

Market manifestations

Opportunities brought to the Mission and propositions sought by Italian business included a wide variety of commodities, functions and services. Most of the discussions, due to the specialized theme of the Mission, centered on machinery and equipment.

Throughout the most significant discussions there was constantly expressed an interest in joint ventures and the licensing of American know-how. Thirty-four percent of the interviews discussed these techniques for U.S. participation in Italian growth. An equally important proportion (23%), offered to purchase directly from the U.S.; or to serve as agents for the sale of American goods (28%). A sizeable group of Italians proposed to sell in the U.S. market (17%).

Solid growth

The current momentum of growth appears supported by solid economic factors and policies. Among these are the Italian switch to industrialization; modernization of its plant; liberalization of its international trade; Italy's technological progress; new lower cost power; Italy's holdings of foreign exchange; and its development within the European Economic Community. All these developments support a forecast of an expanding prosperity with a broader distribution of affluence and purchasing power. The edging up of wages and costs in Italy appear to be working to the advantage of American exporters.

(1) Industrialization and Modernization. Italy has changed in the last decade from a traditionally agricultural to a predominantly industrial nation. Under the impetus initially of Marshall Plan aid, much of its older and damaged industrial plant was revamped and replaced with modern machinery. Modernization of its industry is still being stepped up to meet new opportunities beyond its borders. (This presents a chance for U.S. firms to sell large amounts of new machinery).

(2) European Common Market and liberalization of international trade. The accelerated development of the European Economic Community provides both an expanded opportunity and a new stimulating requirement to Italian industry to catch up. Companies in Italy need to progress at a steadily increasing pace to meet the severe competition of their European partners, especially since the second stage of the European Economic Community has begun. Italy has already reduced its tariffs on imports of industrial products from other Common Market countries by 50 percent, and expects to eliminate them entirely by 1970, if not earlier. Reductions in Italian tariffs have also been made vis-a-vis non-Common Market countries including the U.S. In addition, Italy continues to liberalize its entire foreign trade, with the result that import trade restrictions on all but a few products have been lifted. (Both liberal trade policies and the European Economic Community market growth create additional opportunities for American trading enterprises).

(3) Technological progress and lower cost power. One great breakthrough, e.g., the discovery and exploitation of natural gas in the Po Valley and the South has reduced Italy's pre-war dependence on imports of high cost fuel. The resulting expansion of electric power, together with increased hydro electric production, has helped to open up vast new areas of industrialization. (The new industries need machinery, industrial raw materials, and know-how. They must be convinced that they can best obtain them by trading with American business).

(4) Solid finances. Italy currently enjoys a comfortable level of official gold and foreign exchange reserves, estimated to be worth $3.3 billion. Although running a chronic trade deficit, importing more than it exports, Italy's international balance of payments shows a surplus because of other sources of foreign exchange income, e.g., emigrant remittances, investment inflow, and large tourist expenditures. Over 20 million foreign nationals visted Italy's 50 million population in 1962, and this growing tourist industry has helped to keep Italy's foreign exchange reserves continually high. (American businessmen can take full advantage of Italy's sound financial position since credit, finance, and foreign exchange do not represent the obstacle they constitute in many other countries.)

(5) Employment, wages, prices, and costs. Lower wages and unemployment have in the past helped to keep prices down and Italian products competitively priced in foreign markets. But that situation appears to be changing. Wages are rising, according to some authorities, even in excess of productivity; prices are rising constantly; and unemployment is disappearing. Italy is experiencing mild inflation characteristic of a boom. As a result, Italian products may become more difficult to sell abroad at higher prices. (This offers other opportunities for U.S. manufacturers to sell labor saving machinery, to help automate parts of Italian industry, and to assist Italian firms in reducing costs).

In summary, the conditions of trade and the pattern of Italian growth offer great opportunities for American capital goods manufacturers to sell, license, venture jointly, and exchange technical know-how with Italian entrepreneurs. The United States today is Italy's second largest supplier, with over $800 million in exports. In turn it remains Italy's second best customer, at $400 million in imports. In the view of the Mission Members these totals can, and should be increased steadily, at a minimum within the categories discussed in the following articles.

About the author

Mr. Gootenberg has been with the U.S. Government since 1952 successively as official of the International Division, Bureau of the Budget, Executive Office of the President; Office of the Special Assistant to the Secretary of State for International Education and Cultural Relations; and as Acting Director, Near East, for the Peace Corps. He was formerly production manager of Holbrooke Candies of New York City, and before 1952, instructor in Government at Harvard and Brandeis Universities.

Bolivia to buy $9.5 million in surplus PL480 wheat

Agreement has been reached between the Governments of Bolivia and the U.S. on a program under Title I, Public Law 480, for the sale of $9.5 million worth (about 4.2 million bushels) of U.S. wheat and/or wheat flour. The price includes certain ocean transportation costs.

The proceeds from this sale will be used by the Agency for International Development (AID) for loans to U.S. and Bolivian private enterprise; for economic development loans; for payment of U.S. obligations abroad; and for various other U.S. purposes.

DEVELOPING SWIFTLY

Advanced automation found in new large Italian plants; market for complex controls

Computer controls of industrial processes, data recording and numerically controlled machine tools offer sales and licensing opportunities to U.S. businessmen

By EUGENE M. GRABBE

Senior Staff Consultant,
Thompson Ramo Wooldridge, Inc.

One of the frequent questions asked of the Mission, especially during plant visits and press conferences was "How does the state of automation application in Italy compare with the U.S.A.?" There are two parts to the answer: First, many large Italian companies have constructed new highly automated plants of advanced design. Some of these plants, as modern as any in the world, were visited by the Mission. They include the Bank of Napoli's electronic computing center in Naples, the AMF-SASIB plant at Bologna, the FIAT automobile production at Turin and the Italsider Cornigliano works in Genoa. So the newest part of Italian industry rates very high in level of automation.

Eugene M. Grabbe

Second, the older plants built when labor cost was low and labor supply plentiful are oriented toward manual labor. With a steady demand for products these older plants have operated profitably, but with the prospect of higher labor costs and a labor shortage they are under severe pressure to modernize and automate. This aspect of changing times was manifested by many inquiries at interviews with Italian management and technical personnel who wanted to obtain the latest and most automatic machines for manufacturing products of all types. Machine tool agents were searching for automatic high-production machines to add to their lines to meet the demands of industry. Both of these areas, i.e., standard and specialized automatic high production equipment, offer many opportunities for U.S. manufacturers.

The Mission had the opportunity of visiting the Automation Exhibit at Milan, where the latest control equipment was on display. The figures on exhibits indicate the relative importance of U.S. electronics and control products to Italy. Italy's instrument and control industry has flourished so that 25% of the exhibits were of Italian design and manufacture. This is a remarkable growth when one considers that this industry was practically non existent in Italy a dozen years ago. The remaining 75% of the exhibits were of foreign manufacture, and of this group the U.S. accounted for 70%, the United Kingdom 20%, and all others 10%. These figures are borne out by statistics which show that Italy depends to a great extent on the U.S. for industrial controls and instruments. While Italian manufacturers will increase their part of the market, new U.S. models of measuring and controlling instruments, especially electronic devices, will continue their popularity in Italy.

A number of small electronic companies have appeared during the past which are manufacturing electronic automation equipment of their own develop-

INDIVIDUAL CONSULTATIONS: The U.S. Industrial Automation Mission held individual consultations with interested Italian businessmen in Milan at the Scientific and Technological Society Building. Advance publicity in local newspapers and on the radio brought in a constant stream of "clients".

About the author

Dr. Grabbe for the past 2 years has served as deputy managing director, International Systems Control, Ltd., Middlesex, England, and Vice President and Director, Compagnie Europeenne d'Automatisme Electronique, Paris. Formerly, Dr. Grabbe was associate director, Computer Systems Department, Hughes Aircraft Co., where he was engaged in direction of projects for computer control systems and business data processing systems. He also served with Homelite Corp., Port Chester, N.Y., and with the U.S. Rubber Co., Passaic, N.J.

ment similar to U.S. equipment. These companies are prospects for licensing or joint venture agreements to expand their lines of equipment, since they have limited funds available for research and development and wish to move ahead in production.

There is a recognition among the smaller firms that components are easier to sell than complicated equipment and systems. More complex equipment requires training of operators and staff for installation and maintenance. Hence, there is a tendency to bring in outside engineering assistance in the design, planning, installation, and start-up of complicated systems. This is an area in which U.S. firms should be alert for possible business since it is not customary for large Italian firms to advertise their plans and needs or to seek competitive bids.

Computer control

This new field of complete automation of chemical, petroleum, steel, electric, cement, paper, and other industrial plants is some five to six years old in the U.S. where there are some two hundred computers installed or on order. These digital computers are directly connected to plant instruments; they automatically analyze plant data, compute the most efficient operating conditions, and exercise control. In Italy only two computer automation applications to industrial process controls have been announced and there are a number of project studies under consideration. U.S. experience and know-how will play an important role in bringing this new and advanced form of industrial automation to Italy.

The Mission had visits and technical discussions on computer control with:

① Companies in the chemical, steel, petroleum, electric and cement industries who were interested in specific applications;

② Consulting and engineering firms concerning planning and know-how in this new field;

③ Established electronic manufacturing companies who are considering entering this new field. Since the size of the Italian market is limited, possibilities for export, licensing, and joint ventures are present;

④ Several companies in the military electronic field would like to include a fast compact core computer as part of their lines for military, space, and other future programs.

For military applications it is often required that units employed in quantity be manufactured in Italy. Hence, joint computers designed for a combination of military, industrial and scientific applications will have a good market in Italy and open the doors for licensing agreements and joint ventures.

Data Logging. The desire for a better understanding of industrial processes has led to the use of electronic devices for the recording or logging of plant performance. Analysis of this recorded data must then be done by an off-line computer. Several companies in Italy are manufacturing data loggers, but the demand will continue for some time in the future. A number of electronic companies expressed an interest in digitizers to convert measurements into numerical form. Licensing agreements are also possible in this field.

Numerical Control of Machine Tools. The use of numerical data on punched tape and magnetic tape is just beginning to take hold in Italy. No commercial contouring systems have been installed in Italy to date but three point-to-point tape controlled units have been sold. Simpler, less flexible point-to-point programming devices are in use on many machines.

With the rapid growth of Italian industry and increased specialization there will be a growing market for numerically controlled systems.

Two firms represent excellent examples of the potential in this field:

Italsider is an example of advanced automation in the steel industry. Italsider was formed in 1961 by the merger of the Ilva and Cornigliano steel companies. With a steel output of 3.5 million metric tons of steel in 1961, Italsider, with five integral cycle plants, is the largest steel producer in Europe. IRI, the Italian Government agency, owns roughly 60 percent of the Italsider stock.

In 1960 plans were already made to expand steel production so that by 1965 the output of Italsider would be more than doubled to 7.6 million tons. This is one of the largest expansion projects ever undertaken by a steel company and the total cost will run between 1 and 1.25 billion dollars. Extensive use is being made of U.S. consultants and engineering firms in planning for the most modern automation systems, and over half the funds have already been committed for heavy equipment.

The major programs will involve expanding present facilities at Bagnoli (Naples), Cornigliano (Genoa), and Piombino (near Florence) into large integrated steel plants. The Trieste plants will become a smaller integrated unit and a new large plant at Taranto will become the major industry of Southern Italy. The Mission made a visit to the Cornigliano works and was impressed by the smooth operation of this already highly automated plant which includes a card programmed primary mill, dual oxygen lances in open hearth furnaces, and other modern equipment.

Plans are under way to use electronic controls, production control data processing, and process control computers on a broad scale. Studies are underway or will be started on computer control of blastfurnaces, sinter plants, LD steel converters, rolling mills, and overall plant supervision. Many opportunities are still open for U.S. business firms to take part in this program. The purchasing agent

Mission reports

American businessmen are invited to hear the report of the U.S. Industrial Automation Mission to Italy at a conference to be held in Philadelphia on February 20. The Mission members will discuss their findings and the potentialities for U.S. trade with Italy. They will be available also for individual consultations.

Information regarding the conference may be obtained from the Department of Commerce Field Office, Philadelphia, Pa.

Individual members of the Mission also will be available for consultations with interested businessmen, as follows:

Bridgeport	**Feb. 18**
Detroit	**Feb. 21-22**
San Francisco	**Feb. 25**
Los Angeles	**Feb. 26**
Pittsburgh	**Feb. 26-27**
Dallas	**Feb. 28**
Cleveland	**Mar. 1**
St. Louis	**Mar. 5**
Minneapolis	**Mar. 7**
Indianapolis	**Mar. 11**
Boston	**Mar. 14-15**

For further information, consult the Department of Commerce Field Office, New York, for details regarding Bridgeport; the Small Business Administration Field Office in Indianapolis; and the Department of Commerce Field Office in each of the remaining cities.

Queries may also be addressed to the Trade Mission Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

for Italsider is Cosider, Via Mura di Santa Chiara 1, Genoa, and the New York office is headed by Raul Ferreri, Finsider, 44 Wall St., New York, N.Y.

Banco di Napoli Electronic Data Processing Center. The Mission visited the center housed in a new modern styled building in Naples which was designed especially for data processing. The installation includes a large data processor with three smaller computers used for auxiliary functions, and there are twelve magnetic tape units and two high speed printers. All this equipment has been of American design, built in the U.S. and in Europe. All original documents are sent to this center from four hundred branch offices and fourteen services are handled which range from pawnbroker and lottery accounts to savings, pensions and paychecks. This is truly one of the show pieces of ultra modern office automation in Europe.

PRESS CONFERENCE: Mission members held a press conference in the Milan Chamber of Commerce building and also conducted a radio interview, in order to reach as many as possible businessmen.

U.S. packaging machinery, other products saleable

Italian distributors seek franchises to sell American made quality products

By JOHN C. WALLACE

Sales Manager, Worthan Textile Mills Corp.

An almost unanimous desire by Italian business leaders to purchase American-made packaging machinery and other products was evidenced during the Trade Mission visit. We were requested by corporation officials to pass on to the American business community the individual requests, to sit down with American investors and discuss the possibility of licensing and of a mutually profitable joint venture, not only in packaging but in many other industrial areas. Many distributors and agents were also anxious to obtain franchises to sell U.S. packaging machinery in Italy.

John M. Wallace

These business leaders continually expressed a desire to "Buy American" because they want to benefit from the research, product development and experience of United States firms. It seemed evident that in their opinion, the American manufacturer leads competitors from other nations in quality, and dependability of product.

Tight labor market

The national unemployment rate according to official statistics is 2.6% (although unemployment is still a problem) and in Milan, the largest industrial center, is probably around 2%. In grouping this tight labor market with the increased competition within the Common Market, it is readily apparent that new automatic machinery is vitally necessary. The present profit rate of many medium to small manufacturers could be reduced to a dangerous level unless their production costs are lowered to keep in tune with the increased competition expected in the next three years.

The expanding economy and the entrance of the supermarkets on the Italian scene have created demands by the housewife for attractive packaging. While the trend is in the direction of the supermarket, it will be a few years before the old habit of buying in the small grocery store is completely broken. It is the opinion of reliable observers that the small grocer is fighting a losing battle for survival.

This trend to bigness on the retail level is generally recognized and groups of independent grocers are being encouraged to form cooperatives or supermarket alliances.

In the area of industrial packaging, the Italian manufacturer is conscious of the necessity of strong protection for his products. They are showing increasing concern for cutting freight costs and are seeking lighter containers. They are making radical container changes from heavy wooden boxes to cardboard, steel to fibre drums, and fibre drums to paper and plastic bags, all giving the necessary product protection at less container and freight costs.

A large number of Italian packaging and packaging machinery concerns have benefited by the overall prosperity because they happened to have the production capability necessary to enable them to profit from the demand. As time goes on, however, their competitors in Italy as well as other nations in the European Common Market are modernizing, and they too, must modernize in order to survive.

About the author

Mr. Wallace is an advisor on packaging of all nonliquid materials, such as in the sugar, cement, chemicals and fertilizer industries. His responsibilities have included marketing sales and distribution. Prior to his present position, Mr. Wallace was associated with the Kraft Bag Corp., New York; Paper Container Corp. and Universal Cup Co., both of Chicago.

These companies propose to interested American investors the forming of joint ventures expanding present facilities with American machinery, know-how and money. In return, they offer their experience in business, knowledge of intricate national and local tax policies, background in labor negotiations, good reputations, and their part of the necessary cash investment.

Judged by the experience and advice of American firms who have already entered the Italian market, the joint venture method is the easiest way to get started. Do not, however, expect a quick profit, say officials of these firms.

Whatever approach the American manufacturer uses, it is in his best interest that he first carefully study this market. A large volume of business without the necessity of the "hard sell", awaits the manufacturer who will take the time and make the effort to properly present his products to people who are anxious to do business with him.

Sales in Italy can make the difference between a fair financial report, and a good one to many U.S. firms.

DYNAMIC DEVELOPMENT REPORTED

Metallurgical equipment and supplies needed by booming Italian factory expansion

Firm price quotation, delivery on schedule, proper installation, and prompt maintenance called necessary if U.S. is to expand sales in this important market

By F. DEAN BURNETT
Consultant, Leeds & Northrup

During its five week visit to seven major cities in Italy, the U.S. Industrial Automation Mission was able to confirm reports of the dynamic development of Italian industrial productivity. There are great opportunities open to U.S. metallurgical suppliers.

F. Dean Burnett

The Italian worker is on the move!

All through Italy, he and his family are becoming increasingly restless at continuing with the standard of living accepted by his forefathers. For the trip from his home to the stores, to his work, or to visit his friends, he is no longer content to walk miles, or ride a donkey cart or even peddle a bicycle.

On previous visits to Italy, a few years ago, I noted that the most prevalent mode of transportation was the motor scooter or motorcycle. The streets abounded with these highly manoeuverable vehicles. Because of their small size, parking was a minor problem. Now in 1962, an automobile is almost as essential in Italy as it is in America. Motor scooters and bicycles are practically displaced by four wheeled vehicles of every type.

This is but one illustration of a growing tendency in Italy to possess more and better commodities. The Italian seeks to enjoy the type of living to which we have become accustomed in the United States.

In his home, the Italian is no longer content with inadequate plumbing, crude ice-boxes, faulty and ancient electric wiring, and wood-burning kitchen stoves. He and his family now aspire to the best that is available in each commodity line. These aspirations can and are being translated into purchases as the rising economic tempo brings prices and credit terms within the reach of more and more consumers.

Employment surge

This change in the way of living is causing a tremendous surge in factory employment and production. Machinery, production lines, handling equipment, storage space and all the elements of manufacturing have been increased far beyond the normal factory-building capacity. Conveyor lines criss-cross each other in a manner comparable to the Los Angeles interchanges.

In Italy, as in the United States, the tendency, in the past, has been to spend money first on productive machinery and second on heat treating and/or laboratory facilities. In the last several years, however, in both countries, more attention has been given to the importance of scientific heat treatment and close laboratory analysis which results in better quality control.

Except in a large automotive plant in the Northern area (where it was apparent that latest U.S. heat treating techniques and equipment were being used) and in a few other smaller plants, modern heat treat methods and equipment were, however, conspicuous by their absence. This was not due to a lack of awareness on the part of management or their quality control departments, but rather to the hard fact that until whole plants are rebuilt or enlarged, little can be done.

Keen interest was shown by plant operators in the latest type of protected quench hardening furnaces equipped with direct or indirect carbon control devices, protected atmosphere tempering furnaces using steam or inert gas to exclude air, modern quenching systems and sophisticated forms of time-temperature control. Desire to furnish their plants with such equipment was expressed many times by management people.

In general, to this observer, it seemed that the heat treating field offers a great opportunity for the expansion of the U.S. export market.

Cordwood furnaces

While the predominance of heating is with electricity or oil, the recent discovery of natural gas fields in the Po Valley should motivate U.S. furnace builders to give more attention to the Italian market. On the subject of heating methods it may be of interest to note that in the Venice area, which produces the finest decorative

About the author

Mr. Burnett, with Leeds & Northrop over 35 years is also consultant to the President of California alloy Products Co., and member of the Board of Directors of Alloy Fabricators. Mr. Burnett is experienced in developments in air-conditioning equipment and in design and operation of scientific measuring apparatus, automated process control equipment, heat treating furnaces, and reactor controls.

GUILD HALL MEETING: U.S. Consul General Merritt Cootes arranged a mission meeting at the Bologna Guild Hall with the members of the local Chamber of Commerce. Industry officials in the area attended and where necessary, individual meetings were setup for private conferences on trade.

glass items in the world, the glass melting furnaces and operating methods seemed reminiscent of the Middle Ages. It was amazing to see exquisite glass table services being fashioned from gobs of glass melted in furances heated by cordwood!

There are furnace manufacturers and agents in Italy looking for opportunities to expand their activities. Many conferred with us seeking to establish contact with U.S. firms interested in the Italian market. (Details are available on inquiry.)

Road to new business

There are many avenues which can be traveled by American companies desirous of getting Italian business in the field of furnaces temperature control systems, quenching facilities, handling equipment, alloy replacements and supplies, and all other items required for metallurgical processing. For example:

1. Advertising—both printed and by word-of-mouth (the "better mousetrap" philosophy). No directed sales activity is involved.
2. Periodic sales campaigns from the U.S., visiting the Italian industrial areas, giving engineering assistance and getting orders.
3. Appointment of qualified Italian sales agent, giving them sound training to familiarize them thoroughly with the U.S. product.
4. Joint ventures with Italian firms who presently are building equipment similar but non-competitive with the U.S. firm, and who enjoy the respect of their clients.
5. Licensing of Italian firms to manufacture American products to specifications.

Which of the above courses or combination of courses is taken is naturally the prerogative of the U.S. businessman. One common requirement, however, is an absolute "must". This is the quality of our service.

Service

Unless we are prepared to begin a sales negotiation promptly, analyze the requirement intelligently and accurately, give a firm price quotation, deliver the goods when we say we will, see to it that the equipment is promptly installed—giving assistance in selection of accessory equipment—and follow through to make sure the customer is completely satisfied —any venture in the Italian market will end on the first sale. I feel that this warning should be emphasized because in all our conferences, the major criticism of American business dealings centered on lackadaisical service in the areas mentioned. It would do us well to recall Webster's definition of the word "Service"—"Conduct contributory to the advantage of others".

Italians seek licensing partnerships; advice given on points to be covered by U.S. firms before closing deal

Modification of product to meet local requirements; maintenance of quality; royalty rates; patents and trade marks; finance; export from Italy; tax and accounting procedures must be studied

By RAY C. ELLIS

The development of business partnerships in Italy can be an exciting and profitable operation for many U.S. firms seriously interested in expanding their markets. The U.S. Industrial Automation Mission to Italy found, during hundreds of business interviews, that great interest was shown in such partnerships.

Foreign trade often goes through development cycles, especially with rapidly expanding individual countries such as Italy.

The initial step is the export sales of the item, which will continue until the recipient country develops its own production facilities and some product knowledge; then they desire to start producing the item. At this point, interest is created in obtaining from the more developed countries, such as the U.S.,

more advanced production, engineering and marketing methods than that which may exist in the importing country. This is a normal development and one in which alert U.S. businessmen should be interested.

When this time arrives, which is inevitable with many industrial products, we would suggest that the following observations be given consideration.

Not a side issue

It is most important that the Italian and the U.S. company enter into negotiations with serious intent, and not look at it as a "side issue". It is an important step for both companies and should be considered as a permanent partnership, not as a "venture". During the negotiations it is necessary that both sides be very honest and frank with each other, so that there will be few "surprises" developing later on.

One of the first items for discussion should be the product sales potential. Under present Common Market developments, and keeping in mind that larger plant production is desirable, considerations should be given to export sales from Italy to other European countries, as well as Africa and the Near East. It will often develop that the Italians may be especially well equipped to handle such export sales. In developing market potentials, the product concept itself should be modified from its U.S. origin if required to better meet locally acceptable styling, standards, and perhaps different manufacturing methods. In any event it is suggested that provisions be considered to maintain the quality.

Once sales and production estimates are arrived at, the elements of such an agreement can be developed. Some concerns like to consider a five year agreement. Time extension options can then be provided for, which usually makes succeeding agreements less troublesome.

If a straight licensing arrangement is desired, the initial payments vs. royalty rates, are questions which will vary between products and companies. Usually on complicated products, requiring large initial know-how contributions, the initial payments will be larger than when the item is a simple one, and similar to one that perhaps the Italian company is already making. The royalty rates will likewise vary between products, dependent upon quantities and if other elements are to be contributed by the U.S. firm such as patents and trade marks.

If a financial partnership is desired, the percentage of the U.S. firm's participation will vary between products and companies. Often an Italian majority interest is desirable, especially when marketing to government agencies is a prime factor. Consideration should be given to the potential operating difficulties that might become evident if the ratio of partnership participation were to be on an equal basis. Also the many tax, financial and accounting procedures can often be better handled by local people. In such cases if the U.S. firm desires more direct responsibility, it may be possible to negotiate a management contract as a part of the overall agreement.

No dollar investment

In many cases the Italian firm will be interested in an arrangement providing that the U.S. firm's participation consist only of the contribution of "know-how", drawings, personnel, machines, and not an actual dollar capital investment.

Agreements should not only cover the present line of products but provisions should be made to provide for new developments and new products on the part of both partners, including U.S. rights. There aslo usually is some exchange of technical men provided for.

The use of trademarks has to be handled carefully, and probably can best be provided for in a separate agreement. Patent rights, however, should be covered in the agreement, rights under existing ones, and provisions for the use of future patents. Invaluable information and counseling on the protection of patents and trademarks in foreign countries is always available from the Office of International Investment, Bureau of International Commerce, Department of Commerce.

3RD ITALIAN NUCLEAR PLANT

The 270,000 kilowatt SEINI nuclear plant at Trino Vercellese (Piedmont) will start full operation in 1963. The plant was designed and built by Westinghouse. The nuclear power plants of SIMEA (at Latina) and SENN (at Punta Fiume, Naples) were completed in 1962. Under the power nationalization act, all nuclear plants will be taken over by E.N.El., the National Electricity Authority.

CORRECTION

On page 9 of the January 7 issue of International Commerce it was incorrectly stated that "An import license is not necessary for a limited number of items . . ." on Italy's "A" import table. The sentence should have read "An import license is not necessary except for . . ."

Rapid expansion of electronics field in Italy reported

All phases of industry growing as U.S. firms participate in joint ventures with Italians

By RAY C. ELLIS
Consultant, Raytheon Co.

Italy's dynamic industrial growth is most noticeable in the electronics and related industries. This rapid expansion is evident in all phases of those industries, including home entertainment, communication, industrial, military and components. It is also quite evident that Italy is rapidly expanding its electronics export markets not only to other Common Market countries but also to South America, Africa, and the Near East. We believe that this present export trend will continue.

Ray C. Ellis

One reason why the electronics industry is progressing so rapidly in Italy is the increased buying power in all sectors of the economy. Italians are buying more electrical appliances, radios and TV sets. They want more and better programs transmitted over more channels and farther range facilities. They want more and faster communications services of all kinds. This will require more repair facilities.

Italian industry realizes that it has to make better use of available labor in order to reduce its production costs to meet increasing Common Market competition. This means greater use of electronic items including numerical controls, computers and related instrumentation.

Military electronics uses in Italy will continue to expand as the industry becomes better equipped to produce its own requirements, as well as a larger percentage of NATO and other needs.

Perhaps the fastest increment of electronics growth is to be found in components. Not many years ago Italy was importing its major component requirements. This situation is rapidly changing, and in addition Italy is now building many types of test instruments.

There existed after World War II a

basic but small electronics industry, making a limited quantity of good quality apparatus, but restricted by shortages in production equipment, plus college-trained engineers. The growth began when U.S. engineering, production, and marketing "know-how," some by way of licensing arrangements and others through joint venture setups was made available. Over 20 U.S. firms have now joined with electronics concerns in Italy to assist in this development. With very few exceptions all of these business arrangements have worked out successfully.

The Trade Mission, during its interviews with businessmen in Italy, was asked by many to assist in the development of new business opportunities in this field.

U.S. electronics companies interested in expanding their opportunities in Europe may find it profitable to examine the Italian position. It offers excellent opportunities providing all phases of the new endeavor are examined and appraised by people experienced both in the product items involved, and in business conditions in Italy.

Outside markets

In evaluating such proposals consideration should be given to markets outside of Italy. The Italian wage rates are at present competitive with other Common Market countries and even with the wage equalization plan. It appears that Italy with its increasing mechanization plans and a continuing competitive wage rate will be able to produce components and equipment at a cost equal to, if not lower, than that of other European countries. This means, therefore, a good look is necessary at the additional business available to the Italy based firm through export to Common Market countries, Africa and the Near East.

There are at present no restrictions on import, export, or investments. The lira is readily convertible at a stabilized rate.

Distribution of consumer goods and repair parts is largely done through retailers who obtain their merchandise through importers. Manufacturers either buy their requirements directly from the U.S. producers or via importing agents. There are many U.S. and Italian banks most willing to offer their services to prospective U.S. concerns desiring trade data, market potentials, credit and tax arrangements, which vary within Italy depending upon area location. Additional information may also be obtained by writing the Trade Promotion Division of the Bureau of International Commerce, Dept. of Commerce, Wash., D.C.

Social benefits to laborer in Italy are costly

Extra month or more of pay per year as a bonus and high rate of terminal pay boost costs

By RAY C. ELLIS

The Italian approach to social benefits is quite different from the U.S. system. Most Italian social benefits that had prewar origins have continued to expand in scope, (few were discontinued) until today the cost in relation to actual "take home pay" is among the highest to be found.

There are two general categories of such benefits; those which are established by the government, and those instituted by the employers. The following examples indicate the type of benefits to be found in each category:

Required benefits: Social security, pensions, health, month's bonus pay and termination pay.

Factory Optional Benefits: Nurseries, housing, preventive medical, efficiency bonus, and recreational facilities.

In some plants visited these costs total an additional 80% of payroll. This means that a worker taking home 60 cents per hour, has a total direct cost to the product being built, of $1.08 per hour.

The larger the companies the more extensive the optional benefits that are provided—which has a tendency to reduce materially the turn-over in employment. Two such plants with 700 employees each lost only five workers to other employers per year. This is of special benefit to these larger employers, especially during a period of skilled labor shortage, such as now exists in Northern Italy and in some industrial zones in the South.

Pay close to average

At present the Italian "take home pay" is lower than most of Europe but the social benefits are higher. The result is a total close to the European average.

It may be five years before the wage equalization program among the Common Market countries is completed, partly because of the variances in social benefits. Complicating these "adjustments" will be the built-in labor benefits such as the Italian termination pay program which will be most difficult to dispense with, but which as it exists at present is one factor which can retard normal plant expansion programs. This program, as it now exists, requires the employer to set aside termination reserves, equivalent to one months pay for each year worked by the employee, and adjusted to his maximum wages. This reserve fund increases the employers' required working capital.

When this wage equalization is accomplished there may be upward of a million Italian workers now employed in other European countries. The industrial spirit which we encountered in our business interviews would seem to indicate that Italy can be depended upon to make the necessary adjustments to keep abreast of the other Common Market members.

The European total pay is increasing at a faster rate than in the United States, because the spread between commodity prices and wages in Italy are farther apart, but rates of pay may eventually be comparable in both areas. This equalization may occur by 1975 and in the meantime the productivity per worker hour should approach that of the United States.

About the author

A former vice president of Raytheon Co., Mr. Ellis has had experience in research, organization, management and direction of sales and services, including international trade. Formerly administrative manager of the Applied Physics Laboratory of Johns Hopkins University, Silver Spring, Md., Mr. Ellis has served the Government as Director of the Radio and Radar Division of the Office of Production Management, and General Motors as an engineer. In 1961, Mr. Ellis served on the U.S. Trade Mission to Finland.

November imports up 6%; running 12% ahead of '61

The Bureau of the Census has announced that seasonally-adjusted U.S. general imports rose 6% to $1,420.3 million during November.

For the first 11 months of 1962 seasonally-adjusted general imports were running at an annual rate of $16,433 million, 12% ahead of the rate through November of 1961.

Italy, too, has alphabet agencies; IRI and ENI own, operate multitude of firms

Public and private firms indistinguishable in operation; management has great latitude to employ systems in use by privately owned concerns; need more U.S. machinery

By ROY GOOTENBERG

American businessmen who deal with Italian medium and large sized companies soon learn that there are no clear-cut lines between private and public enterprise in Italy. Private firms with minority state interests, privately owned firms, and Government controlled concerns exist side by side and compete in most significant industries of the Italian economy.

Categories such as the "private sector" and the "public sector" lose all meaning in the Italian context. Businessmen from the United States find they can do business as freely and effectively with government-owned or controlled companies as they can with private companies. In almost every case the private and public firms are indistinguishable in operation.

The historical development of this pattern is characterized by the emergence of two alphabet agencies, "IRI" and "ENI." Both are large holding companies, reporting to the Italian Ministry of State Holdings. IRI is the "Istituto per la Ricostruzione Industriale," many of whose firms were visited by this Mission. ENI, "Ente Nazionale Idrocarburi," is the Government's group of companies in oil, natural gas, petro-chemicals, nuclear energy and sundry other activities. The Mission had little contact with the ENI member firms because of the nature of their fields of activity.

Though both IRI and ENI are Government owned, they have significant autonomy in operation, and have extended to their sector holding companies and to their individual firms similar flexibility. The variety of management methods employed, and the degrees of control over their sprawling industrial empires are countless. Many IRI firms are directed by young, dynamic executives, who have recently been in private enterprise, and whose outlook and allegiance reflect attachments to private enterprise business methods. They are given virtually free and flexible rein and encouraged to employ the systems that succeed in privately owned firms.

IRI describes itself as "a group serving Italy's economic, social and cultural development." It operates through six sector holding companies, in which it holds a controlling interest or the great majority of the stock: Finmeccanica (cars, machinery, electronics); Finsider (steel); Finelettrica (power); Finmare (shipping); Fincantieri (shipbuilding); STET (telephones). IRI also has direct participation in RAI (national radio and TV), Alitalia airlines, Autostrade (superhighway) construction and operation, and four of the largest banks in Italy. Its control runs from 100% of the telephone, to 75% of the shipbuilding, to 56% of the steel, to 25% of the electric power industries.

Depression born

IRI acquired its present interests in over 100 different industrial concerns through inadvertance. It was established in 1933 to save Italian banking from the backwash of the world-wide depression. The banks had extended long term credit and bought stock in firms that were severely crippled by the 1929 crash. IRI exchanged convertible credits and bonds for the fragile assets held by the banks, which assets often represented controlling interest in the industrial firms. There were few if any buyers during the period that IRI was supposed to liquidate these stock interests, with the result that IRI was not able to sell the shares on the market, and had to continue holding the control it was never supposed to exercise. By 1937, IRI was transformed from an interim agent to a Government-owned holding company. It now owns most or all of the stock of certain firms, but is down to a small minority holding in others. Famous firm names which are members of the IRI group are Alfa Romeo, Italsider di Cornigliano, Selenia, Nuova San Giorgio, Italia di Navigazione, the Italian Siemens, Alitalia, and Banca Commerciale Italiana.

Plant visits

Mission members visited representative firms held by Finmeccanica and Finsider, e.g., Salmoiraghi, Merisinter, San Eustacchio, Italsider di Cornigliano, FMI-Societa Napoletana Fabbrica Macchine Industriali, and banks, e.g., Credito Italiano. Members were impressed with the wide difference among them in control,

PRIVATE DISCUSSION: Dr. Eugene M. Grabbe, staff member who is Senior Staff Consultant with Thompson Rame Woolridge, Inc., discusses a business proposition with 3 interested Turin businessmen.

quality of management, the state of modernization, and the methods of operations. Many of the firms appeared as efficient and progressive as any private competitors. All of them could use more American machinery to assist them in reducing costs, improving quality, and increasing productivity. Mission members discussed this with the IRI firm executives, and many of the recommendations were accepted. It is expected that some of the sales and licensing opportunities may develop into permanent arrangements within the next months.

The Italsider steel complex and its great expansion plans are discussed in Dr. Grabbe's analysis of advanced automation.

Sees chance for air conditioning equipment sales

Failure to provide 50-cycle motors hinders sales; market for car & bus units found

By F. DEAN BURNETT

To this observer, the air conditioning industry in Italy has, on a much reduced scale, paralleled similar progress in the U.S. Since the climate in Italy is much like that found in those states between the Gulf of Mexico and the Great Lakes region, the problems and their solutions for heating, ventilating and air conditioning are almost analogous.

Large installations, i.e., office buildings, theatres and other public buildings requiring large capacity cooling are engineered by highly qualified Italians in the employ of large concerns specializing in the heating, ventilating and air conditioning industry. These companies are often operating as a licensee or as a subsidiary of some well established American company. In other instances the Italian firm contracts to engineer the complete installation. In this case, he purchases and assembles components. Upon visiting the manufacturing facilities of several contractors, many familiar U.S. made products were observed.

As to smaller air conditioning packages, for example in the 1-ton capacity, there are many manufacturers of other household appliances who are entering the home heating and cooling field. The market is rapidly expanding for small units, often found in one room of a home, or in individual offices. Initially, there was considerable resistance from the Italian home owner against buying what he considered to be a luxury item, an air conditioner, useful, perhaps, only three months of a year. This sales obstacle is being circumvented somewhat by the design of a combination unit supplying cool air in the summer and warm air in the winter. With year round utility, it becomes easier to justify the purchase.

In this connection, it may be of interest to report one comment heard from various engineers. They asked that we emphasize to American manufacturers of electrical equipment that we are aggravating our own marketing problems by too frequently supplying items, particularly motors, designed for 60 cycle current. Since the requirement in Italy is 50 cycle operation, a loss of approximately 16.5% in efficiency is sustained. To overcome the deficiency, it then becomes necessary to increase the entire cooling design 16.5% which results in the requirement of considerable extra copper, physical size and, of course, cost.

50 cycle electricity

The Italians said "Please, to help yourselves and us, take the word back to our American manufacturing friends to supply 50 cycle electrical apparatus when we specify it; and if it is not specified, assume that we want it !"

This problem has been an annoyance to such an extent that there is serious interest in obtaining relatively inexpensive frequency converter packages which can be inserted between the power source and the standard American air conditioning unit.

In the transportation field, there is a large market which should be attractive to American manufacturers. Air conditioners for automobiles, busses and other public conveyances have not received too much attention by Italian air conditioner makers. Especially in the field of private automobiles, this attitude is understandable. The price of gasoline is two to three times the American price, and any accessory automobile equipment which will increase gasoline consumption, is considered in the luxury class. However, the trend in Italian thinking, is changing toward a more intense desire to possess luxury items.

The need of air conditioning for public transportation particularly was emphasized to this observer when the owner of one of the largest transportation systems in Italy discussed his requirement to air condition his 500 fifty-passenger busses. He went on to say that each year he adds 50 new busses to his fleet and the 1963 requirement includes air conditioning in the bus specification.

In conclusion, it would appear that:

① Large installation requirements of air conditioning equipment are presently well covered by Italian firms.

a. Considerable component equipment is purchased in U.S.A.

(Electrical operation on 50 cycles is essential).

② A good competitive market is available for ½ to 3-ton capacity units capable of cooling or heating, which are thermostatically controlled.

③ Excellent market opportunities have developed for air conditioning units for automobiles, busses, trains and boats.

Small plant cited as example of Italian efficiency

Now serving ceramic tile industry, firm would expand with help from America

By F. DEAN BURNETT

The Societa' Impianti Termoelettrici Industriali plant in Novara is a striking example of the care with which socially minded industrialists in Italy have planned and executed a small business venture.

While the major products of this enterprise are heat treating furnaces for the ceramic tile industry, contracts are taken to engineer, build and equip complete ceramic manufacturing facilities. In these specialized fields, it appears that the company enjoys a high proportion of the available business in Italy and is making serious contributions to the export market.

One installation has been made in a plant of a major tile producer in Ohio. The testimonial given to S.I.T.I. regarding the excellence of their engineering, product and service was refreshing to read.

The plant site is in Novara, about thirty miles west of Milan, purposely located in a depressed area in order to improve the unemployment situation and to obtain the tax benefits offered to manufacturers who locate new factories in suburban areas. Attractively landscaped, there is ample room for expansion in nearly every direc-

tion. Recreational facilities for employees include tennis and basketball courts and other areas set aside for off-hours enjoyment.

The snow covered Alps provide a picture-book back drop to the contemporary foreground of the plant itself. Ample use of plate glass wall construction gives the ultimate in natural lighting, not only for the engineering and drafting areas, but to the entire facility.

As a reflection of the industry it serves, it was not surprising to note the extensive use of ceramic tile in the building construction. The glistening, pastel colored tile walls of the entire non-productive areas gives one the impression of hospital cleanliness and efficiency.

The cafeteria area is light, airy and immaculately clean. Extensive use of stainless steel in the cooking and display areas plus the quality of the steaming food served leaves one with the impression that he is eating in one of America's fine modern restaurants rather than in a factory cafeteria. In place of the usual wood benches and long crude tables, we find circular tables of high quality surrounded with naugahyde padded arm chairs.

Small labor turnover

With a labor force of approximately 300, there is a turnover of 2-3 per year. Gross sales per year and profit from operations, being difficult statistics to obtain, one can only comment from impressions gained. If there is firm belief in the business adage "To make money you must spend money," S.I.T.I. must be a profitable business, because it was observed that machine tools, equipment, furnishing and the plant itself all bore evidence that the management buys the best of everything throughout the operations. There was minimum evidence of any "Penny wise-pound foolish" purchasing policies.

A lesson for U.S. manufacturers is that the success of this type of enterprise in a specialized field creates additional opportunities for American suppliers. For example, S.I.T.I. presently supplies only furnace equipment and engineering to the ceramic industry. Early in their business career, before the awakening to the need of scientific metallurgical heat treating equipment, S.I.T.I. had experience in building and marketing batch types furnaces.

Now, keenly aware of present heat treating requirements, S.I.T.I. is anxious to resume building metallurgical furnaces, and currently is looking for joint venture or licensing opportunities from well established, quality building furnace manufacturers in the United States.

List commodities Italians showed interest in buying

Trade Development officer visits after Mission concludes tour to obtain specific information

By M. J. MOLINARI

Trade Development Officer

A duty of the Trade Development Officer assigned to a Trade Mission is to visit some of the firms which provided trade opportunities for U.S. exporters. He is responsible for obtaining detailed information on the specific proposals of these firms, whether in reference to American proposals which were brought by the Trade Mission itself, or counter proposals recommended for publication in International Commerce. U.S. manufacturers are thus assured that necessary data is made available to those interested as quickly as possible.

M. J. Molinari

Approximately 23 firms were visited and additional information developed in Florence, Milan and Turin shortly after the mission concluded its tour. Key officials of these Italian companies were extremely cooperative in meeting the Trade Delevopment Officer, and discussing with him in greater detail specific business proposals.

The ability of an Italian firm to sell American machinery equipment in the Italian market is ably demonstrated by a medium size firm in Milan. During the visit of the Trade Development Officer to this impressive organization, it was stated that they purchased and sold in Italy during 1962 over 3 million dollars of American machinery. Because this firm is planning to expand its activities in 1963, it is currently interested in buying or representing U.S. manufacturers of grinding machines, horizontal boring machines, new specialized machinery equipment, and electronic control equipment. Officials of the firm are very confident that they can promote the sale of these specific types of U.S. machinery equipment on the Italian market.

Generally speaking, these firms indicated an interest in importing, exporting, representing U.S. manufacturers as agents or distributors of specific products for domestic consumption, and extending to U.S. industries the opportunity to participate in the manufacture of American commodities in Italy under a joint venture or licensing agreement.

Specific U.S. commodities favorable for exportation to Italy directly or through an agent or distributor are as follows: multi-spindle automatics, large surface grinders, horizontal boring machines, plano milling machines, gear manufacturing machines, lathes, electronic control equipment, construction machinery, conveyer belts, lifting equipment, hand tools of all types, washing machines, air conditioners, automatic packaging machinery, airport equipment other than aircrafts and aircraft engines, photographic equipment, insulation equipment other than asbestos, cellulose acetate buty rate scraps, automobile accessories, and prefabricated houses.

Exportable commodities to the U.S. include brakes, clutches and other automobile accessories, laying and stringing equipment for high and low tension cable, cheaper hand tools, lathes, milling machines and prefabricated houses. Joint ventures or licensing agreements desired by Italian business men include the manufacture of the following commodities in Italy: prefabricated houses, machine tools, automobile accessories, rectifiers and instruments.

About the author

Mr. Molinari, a commodity industrial specialist, conducts world studies of communications facilities and products to determine potentials for American products in these lines. During World War II he served with the U.S. Air Force in radio operations and in maintenance. He was in Italy for almost 2 years, and speaks Italian fluently.

Trade Leads
on pages
38 to 59
Developed by
Mission To Italy

Prosperous, stable Austria provides expanding market for variety of U.S. goods

Late 1962 U.S. sales running 35% ahead of 1961 levels; Vienna Trade Fair, Frankfurt Trade Center help promote U.S. products; some duties reduced, import rules simplified

Austria can look back upon 1962 as a year which saw the steady advance of the country's economy and the checking of the wage-price spiral.

During the last 12 months, the Austrian economy has expanded about 2%, and counter-inflationary measures have at least temporarily checked the upward trend of prices and wages.

Imports from U.S.

During the latter part of the year, Austrian imports from the U.S. rose sharply, showing a 35% increase over the corresponding 1961 period. Preliminary data indicate that the increase mainly involved chemical products, vehicles, grains, and tobacco. During the same period, Austrian exports to the U.S. were about 14% higher than a year ago.

Austria's annual requirements for coarse grain imports are currently placed at 520,000 metric tons. U.S. chances of getting a substantial share of this market have improved since the September abolition of the quality discount of $1.54 per metric ton formerly applied sight unseen to all shipments of U.S. feedgrains, because of the alleged high proportion of broken kernels and grain dust found in U.S. yellow corn No. 2.

Austria's 1962 tobacco crop is estimated at 400 metric tons, compared with total annual requirements of about 11,000 tons. American leaf tobacco, which accounted for 25% of total imports in 1961-62, will probably reach 30-33% in 1962-63. Officials of the Austrian Tobacco Monopoly believe that increased sales of filter cigarettes containing a relatively high proportion of U.S. tobacco are in prospect. Larger procurements of U.S. leaf should result.

Participants representing about 50 U.S. firms have reported that the group exhibit in the USA pavilion at September's Vienna International Fall Trade Fair was a very successful medium for advertising and selling U.S. products. The best proof of effectiveness may be the interest in putting on a similar group exhibit in Vienna next fall.

At least 30% of the Fair's 641,000 visitors came to see the U.S. pavilion. Visitors included the Austrian President, Vice-Chancellor, and the Ministers of Finance, Trade, and Interior, as well as the Mayor of Vienna. The Trade Information Center which the Embassy's Commercial Section maintained at the pavilion was visited by a number of well-known businessmen from Vienna and various Austrian provinces. They inquired about importing such U.S. products as milk powder, ice cream powder, preserved foods, spices, electrical appliances, radio and TV sets, vending machines, plastic materials, cosmetics, and costume jewelry.

Despite the recent levelling off of the economic boom, there was a very lively demand for all kinds of imported commodities, especially consumer goods. Particular interest was focused on machines (woodworking, office, automatic saw sharpeners, and meat processing machines), rationalization equipment, plastic products, kitchen utensils, textiles, gold jewelry and fine costume jewelry, and leather goods. Visitors crowded the traditional fashion floor shows at the Messepalast.

The recent establishment of a new U.S. Trade Center in Frankfurt, Federal Republic of Germany, will be another vehicle for promoting U.S. sales to the Austrian market. Austrian businessmen have responded enthusiastically to invitations to attend the Electrical Appliance Show, the first exhibition in Frankfurt.

Tariff cuts extended

Unilateral Austrian tariff reductions introduced in 1962 and originally scheduled to expire on December 31 have been extended indefinitely. The tariff cuts are described in the adjoining article and in the *International Commerce* of September 24, page 26. The reductions are temporary in nature and subject to revocation at any time.

New import procedure

The "automatic licensing" system for non-liberalized imports was simplified by entrusting its administration to the customs authorities on October 1. Under the new system, importers apply for a license at the time of the actual entry of the imported goods, without having to fill out a special form or pay an additional fee.

The application merely supplements the usual customs clearance papers. Removal of the time-consuming procedure to which Austrian importers were previously exposed will strengthen the competitive position of U.S. products on the Austrian market.

Another factor which should improve prospects for U.S. exports to Austria are a number of duty reductions which have come into force since September 1 as part of the Austrian Government's price stabilization program. Among the products affected are costume jewelry, tableware, lighting fixtures, household scales, machine tools for lumber and metal processing, control devices, radio and television sets, musical instruments, tape recorders and record players, toys, various textiles, farm and other types of machinery.

Various tariff waivers and reductions designed to contribute to price stabilization went into effect on November 1, including:

- a waiver of customs duties until January 31, 1963, on oranges, geese, turkeys, and fish canned in pure oil;
- a 10% reduction, for an indefinite period, on about 40 tariff positions in the non-agricultural sector;
- various tariff reductions, some of substantial proportions, on 35 positions, principally in the non-agricultural sector.

HIGH-FLYING PROSPERITY: The glistening terminal and parking lots full of automobiles at Vienna's Schwechat Airport bear strong witness to Austria's prosperity. (Austrian Information Service Photo)

The existing liberalization level may be extended in January 1963, in furtherance of the government's price stabilization program. Garments, which have been limited to a rather small global quota, are expected to be among the newly liberalized items. Austrian businessmen have expressed a growing interest in representing U.S. textile and garment lines. (Other commodities in which businessmen calling at the Embassy have shown interest are typewriters, electronic office machines, air conditioning equipment, household and kitchen utensils, and prepared foods for coin-operated vending machines.)

During the latter part of the year, Austria's overall foreign trade reflected a slight reversal in the trend of previous quarters, during which exports had been rising faster than imports. The import increase partly reflected the need of Austrian industry to replenish stocks of raw, auxiliary, and semi-finished materials.

It may have also been caused partly by various tariff reductions and liberalization measures in the Government's program to take some of the steam out of a threatening wage-price spiral.

Import quotas raised

As of July 1 global quotas for non-liberalized imports were increased across the board by 20% and on October 1 were increased by an additional 30% (i.e. 150% of the basic semi-annual quotas established at the beginning of the year).

The 20-30% tariff reduction on a wide range of imported farm machinery, provided the resultant decreases of import prices be passed on to customers, met the demand of farmers who had demonstrated vigorously against rising prices during the summer.

Although it appears that the economic growth rate during the early months of 1963 will be comparable to the moderate rate of the second half of 1962, high employment will continue to supply sufficient disposable income to ensure a steady increase in private consumption. Austria should continue to provide worthwhile opportunities for U.S. exports.

Following the summer lull, increased domestic attention was again being focused on the problem of Austria's association with the EEC. There is no doubt that Austria is impatient to get into actual negotiations with the EEC on an association arrangement. However, it appears that Austria may await the outcome of the UK-EEC negotiations before pushing its membership application further.

Austria's exports to the EEC, although suffering from the growing tariff discrimination, have continued to increase and now represent about half of the country's total exports. Imports from the Common Market have remained almost constant as compared with 1961 and now stand at about 60% of total Austrian imports. Trade with countries of the European Free Trade Area (EFTA) kept pace with the increases in overall Austrian exports and imports, so EFTA's share remained 14 and 13%, respectively.

Although Austria's industry generally continued to operate at a high level, the growth rate in industrial output has somewhat slowed. In the second quarter, it stood 1% higher than the corresponding 1961 period. During the year, the petroleum refineries and the chemical and garment industries recorded impressive gains, but output in a number of other industries—particularly some types of automotive vehicles, iron and metal goods, foundries and steel mills—did not reach the corresponding levels of the preceding year.

Although iron and steel output continued at a relatively high level, falling export prices are causing a financial threat to this sector. While in past years low domestic steel prices had been offset by favorable export earnings, the continuous shrinkage of export sales profits during the past 12 months might make a revision in domestic steel prices inevitable.

Production in the individual sectors of the automotive vehicle industry varied widely. While truck production increased, output of motorcycles and midget motorcycles dropped below last year, and production of motorscooters was virtually discontinued. The rise in passenger car output resulted principally from increased assembling of Fiat passenger cars.

The transportation sector has remained sluggish for the past 15 months. Despite a seasonal increase in rail passenger traffic, the overall level of activity scarcely exceeded 1961.

Expansion in the food industries occurred mainly in the prepared food sector.

Organchemie Ges. m.b.H., Vienna, a subsidiary of the German firm of Badische Anilin- und Sodafabriken A.G., started production of the first aniline textile dyes manufactured in Austria. The new dye was developed by the Austrian firm.

TV audience grows

The number of TV subscribers continued to soar. There are now about 348,000 subscribers, compared to 257,000 in 1961 and 163,000 in 1960. The number of radio subscribers totals nearly 2,069,000.

Overall economic growth, still satisfactory although reduced, now rests mainly on foreign trade and tourism.

Total energy supplies were running slightly ahead of 1961, with petroleum

products showing the largest gains. The nationalized Austrian Oil Administration (OeMV) recently decided to construct a second distillation plant with an annual capacity of nearly 2 million metric tons, thus doubling the capacity of its new refinery at Schwechat.

The decline in coal production, evident since 1957, was temporarily checked early this year due to the prolonged winter. With increased competition from other energy producers, the profit squeeze will probably continue to affect this industry.

Electric power production increased about 4% during the first half of 1962 as compared with the corresponding 1961 period. Imports totaled about 370 million kwh as compared to exports of 1,217 million kwh. The average annual electric power consumption by an Austrian household, slightly more than 810 kwh, continues to increase.

Another good crop

The 1962 grain crop was practically equal to last year's bumper crop—11.4% above the 5-year average. Estimated 1962-63 requirements for imports of coarse grains are 520,000 metric tons, an increase of about 100,000 tons over 1961-62. The heightened procurement will be necessary for continued high production of livestock products in spite of reduced domestic crops of feed potatoes, feed beets and roughage.

Employment levels reached records during the year while unemployment rose mildly, largely due to seasonal releases of female workers in the service sector. The overall unemployment rate of about 2% was only slightly higher than a year ago. The continuous increase in disposable income has ensured a steady growth in private consumption which is believed to be expanding at about 5% in real terms, or twice as fast as the GNP.

Preparations are underway for the IX Winter Olympic Games, which will open in January 1964 near Innsbruck. Construction of housing for correspondents, renovation of hotels and inns, extension of the airport runway to accommodate large planes, improvement of rail facilities, and the building of access roads are now under way. The traditional Olympic Village will be replaced by a housing development consisting of eight 10-story apartment buildings which will provide Innsbruck residents with 684 new housing units when the athletes depart. Total investment may exceed $25 million.

Record receipts from foreign tourists boosted the country's gold and foreign exchange reserves to a new high. Given the continuation of the current trend, gross 1962 receipts from tourism would reach the equivalent of about $350 million, compared to $277 million in 1961.

Credit tightened

Austrian credit restrictions were intensified to curb the inflationary impact of the foreign exchange influx. If current trends in Austria's international transactions continue, a $230 million balance of payment surplus may be expected for 1962.

In order to maintain the desired ratio of 40:60 in holdings of gold vis-a-vis foreign currency, the Austrian National Bank continued converting dollars into gold. Gold holdings had been increased by the equivalent of $56 million to a total of $415 million by October 1. This represents purchases of about 50 tons of monetary gold in the third quarter, following the acquisition of a similar quantity in March and April.

Due to its favorable foreign exchange position, Austria on August 1 formally accepted currency convertibility obligations under Article VIII of the International Monetary Fund Agreement (IMF), which prohibits multiple exchange rates, discriminatory currency practices and the introduction of restrictions on current payment transactions, unless approval has been obtained from the IMF.

Upon recommendation of the Open Market Committee of the Central Bank, the credit institutions agreed to lend the Government about $15.4 million (400 million shillings) by taking over an equal amount of Government obligations carrying 6% interest and maturing in 12 years. The Government was thus able to forego further borrowing abroad for the remainder of the year. Demand for new bank credit continued to expand at a substantially retarded rate.

The traditional shortage of long-term capital in Austria is currently in striking contrast to the steadily increasing volume of unused short-term bank liquidity. As in the past, the transformation of short-term into longer term funds seems to be a major problem. Three-fourths of total deposits in Austrian banks, recently amounting to $2.7 billion (67 billion shillings) represent call money.

CO-OP CREDIT EXPANDED

The endowment of the Cooperative Division of Banca Nazionale del Lavoro, Rome was increased from $3.2 million (2 billion Lire) to $11.2 million (7 billion Lire). The Division administers government loans to cooperative societies of all types and purposes.

Austrian consumer goods buying boom likely to continue

TV receivers lead gigantic gains in consumer durables and farm machinery; sales outlook good

The significant expansion in recent years of the Austrian economy and the notable increase in the purchasing power and living standards of the Austrian public are illustrated by recently released statistics provided by the U.S. Embassy in Vienna.

As of July 1, 1962, every 13th Austrian owned an automobile and every 16th a motor scooter. Within a decade, the number of automobiles in Austria increased from about 60,000 to roughly 520,000 and the number of scooters from 42,000 to 430,000.

Even more spectacular was the increase in television sets; within the past 6 years the number rose from 4,000 to 336,000, so there was one television set for every 21 Austrians on July 1, 1962.

The boom in washing machines and electric refrigerators, while less impressive, saw the number of washing machines in Austrian households rise from 3,100 in 1951 to 283,000 in 1962 and the number of refrigerators went from 21,000 to 389,000.

Similar results have been recorded in the mechanization of Austrian agriculture. This is most clearly demonstrated by the 300% increase in the number of combine harvesters within the past 5 years, of which there are presently about 16,000 on Austrian farms. While such expensive machinery was previously used by only the very large farms, it is now common on medium-sized farms. During the same period, the number of agricultural tractors rose by 87% to 147,000, and there are now 92,000 automotive mowers in use, 58% more than 5 years ago.

Since the Austrian population grew by less than 2% during the past decade, the above figures dramatically reflect the country's economic boom and improved living standards.

Sales potentials of all durable consumer goods and certain investment goods, such as agricultural machines, are expected to remain high. Purchases on the installment plan are now subject to the new Installment Buying Law.

CONSTRUCTION IN HONDURAS: Work begins on the $14 million Yojoa-Rio Lindo Hydroelectric Project, expected to be finished in July, plant capacity 27,000 kw., estimated production 100 million kw.-hr.

Several U.S. business ventures contribute to growing Honduran economy

U.S. interests participate in tobacco, cucumber, shrimp and plywood projects; Agrarian Reform Law becomes effective

Business in Honduras during the third quarter was generally better than in the same period last year, with several U.S. firms embarking on new ventures, the U.S. Embassy reports.

Retail and wholesale sales appeared to be up by 10 or 15%. Textile dealers continued to increase stocks until the middle of August, when the higher duties imposed under the Central American Agreement on Equalization of Import Charges became effective.

Preliminary foreign trade results for the first 6 months indicate a substantial 12% import increase, reaching $39.3 million, compared with $35.1 million for the same period of 1961. Exports were up 4% to $44.3 million from $42.5 million for the January to June period of 1961. Anticipatory imports of textiles added to the total, but the generally brisker tone of the economy this year was probably responsible for the greater part of the increase. Larger sales of coffee, corn, cotton, and meat were adding to export values and offsetting a drop in banana and lumber shipments.

The continued drop in banana output from the United Fruit Company plantations was reflected in an export rate about 30% below third quarter 1961. By the end of October, the company had shipped 5.5 million stems, compared to 7.7 million for the same period of 1961. Increased shipments by the Standard Fruit Company have partially offset the loss in export volume. Through the month of August Standard's exports were up 20% over 1961.

Due to last year's successful experiment with plantings of about 80 acres of Cuban-type wrapper leaf in the Copan area, with approximately 500 acres of filler and wrapper leaf were planted during October and November. Local tobacco growers are financing the cost of fixed assets, while U.S. interests are supplying seed, fertilizers, fuel and other operating expenses.

The project is using 12 refugee Cuban tobacco experts as technical advisers.

The new emphasis on tobacco as an export crop has caused much interest in the Northwestern part of the country. The National Development Bank has announced that it will extend credit for expanded tobacco production, although the Bank's program will probably require another year before it can be fully implemented.

U.S.-Honduran co-op

U.S. and Honduran businessmen have joined in a cooperative operation to grow cucumbers for the Florida winter market. Plantings on a 600 acre farm near San Pedro Sula were scheduled to start in early November and continue through part of February. Chartered boat shipments of 18,000 bushels per week were expected to begin about December 15 and continue into early April.

As expected, Honduras' infant meat-packing industry doubled its exports to the U.S. during the first 9 months of 1962, shipping 6.7 million pounds as compared with 3 million for the comparable period of 1961. Four plants are in operation and a fifth, under construction in Choluteca, is expected to begin exporting early in 1963.

Agrarian Reform Law passed

During the quarter the Honduran Congress passed an Agrarian Reform Law, which was signed by President Villeda on September 30 and became effective on November 1. The law will be administered by the National Agrarian Institute.

Under the new legislation the President of the Republic can expropriate privately owned rural lands for agrarian reform purposes if the lands are not being cultivated or are being insufficiently utilized. The Government must compensate the owner in cash before the expropriation can be carried out.

The law also levies a progressive tax on unused land, which becomes effective after 2 years. The landowner may escape

the tax by putting his land to use, selling it, or turning it over to the Agrarian Reform Institute. If he takes the latter option, he will be compensated in 20-year Government bonds bearing a 4% rate of interest.

Shortly after signing the law, President Villeda stated that he will seek an amendment at the next Congressional session providing rights of appeal to the lower courts against decisions of the Agrarian Reform Institute. In its present form, the law does not permit recourse to the lower courts, the only right of appeal being to the Supreme Court on Constitutional grounds.

Exchange reserves down

Net foreign exchange reserves reached their annual peak at $12.8 million at the end of the second quarter, after which they declined seasonally to $12 million at the end of August. August holdings this year were about $200,000 less than those of 1961. The August money supply totalled $35 million (lempiras 70 million), up 10% from the previous year, and represented an all-time high for this time of year. The increase was absorbed by higher imports and domestic production, and the price level, as reflected by cost-of-living indexes, remained stable.

Bank credit to the private sector amounted to $35.5 million (lempiras 71 million), about 1% greater than last year. Deposits also continued to increase, particularly time and savings deposits, which were 22% higher than in August 1961.

Net Central Bank credit to the Government declined during the quarter to $4.4 million (lempiras 8.8 million). Despite the increase in loans outstanding, excess reserves in the banking system reached $2.5 million (lempiras 5 million) in August, their highest level in recent years.

Central Government receipts, excluding borrowings, totalled $29.3 million (lempiras 58.6 million) by the end of September, compared with $28 million (lempiras 56 million) collected during the first ¾ of 1961. Expenditures amounted to $30 million (lempiras 60 million), leaving a cash deficit of about $.7 million (lempiras 1.4 million), an amount which can probably be financed without serious inflationary consequences.

Plywood expansion studied

The Evans Products Company, a U.S. firm, took an 18-month option on an existing plywood plant and timber concessions in the Trujillo area in September. The company will reportedly invest $350,000 in working capital, logging equipment, and machinery for the plant. If the company is satisfied with the results of its "pilot" operation, it will have the privilege of buying a controlling interest in the Honduran companies and will considerably expand the operation. The company will export finished hardwood plywood and veneers to Central American and U.S. markets.

A U.S. enterprise recently began operating a 140 foot factory ship with ice manufacturing and freezing facilities on the north coast. The ship loads the catch of about 40 small shrimp and lobster boats in the neighborhood of Caratasca in eastern Honduras and transports it to Tela, where it is loaded on a C-46 for delivery to Miami. The firm expects to make one 12,000 pound shipment per week to Miami.

Heavy rains slowed down construction on nearly all road projects during the quarter. The Western Highway Extension being built by Morrison-Knudsen was especially hard hit. Construction picked up in all areas at the end of the quarter with the return of the dry season.

The National Development Bank of Honduras more or less completed its staff reorganization with the naming of a new Vice President recruited from a Tegucigalpa private bank.

In addition to the $6 million loan recently obtained from the Inter American Development Bank, a second credit of $2.5 million has been arranged with the same institution to be employed over a period of 2½ years in supervised loans to small farmers.

The Agency for International Development signed a July loan-grant agreement with the Honduran Government in the amount of $1.2 million for the construction of rural self-help schools. The projected 400 new schoolrooms will accommodate 16,000 children, the majority of whom are presently without schools.

U.S. exports of steel mill products down, imports up

U.S. exports of steel mill products dropped off to 142,000 tons in October, a 30.4% decrease from the September figure. Meanwhile, imports rose 13.8% to 325,000 tons.

Total exports for the first 10 months of 1962 came to 1.7 million tons. This figure, however, exceeded the 1.6 million tons exported in the same period for 1961. Principal items affected by the drop were semifinished shapes, rails and accessories, and light flat rolled products.

Expert exporters say:

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 2386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: 828-4450
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: 226-6063
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston, Tex., 5102 Federal Bldg., 515 Rusk Ave., Phone: CApitol 2-7201
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St., Phone ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: 471-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 1421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

FINNISH LINEUP: 3 new kraft digesters awaiting installation at Finland's Kemi Oy pulp and paper mill. While Finland is buying more consumer durables and luxury items, the completion of her pulp and paper expansion program should reduce sales of U.S. paper machinery and equipment. (World Bank Photo)

Finns' taste turns to luxuries; U.S. autos, fruits sell best; output up, but growth rate off

Glut on world market hits forest industry products; 1st Finnish Trade Fair draws over 100 American firms; "sauna" baths are gaining increased popularity in U.S.

Sparked by passenger car sales, U.S. trade with Finland expanded slightly during the third quarter of 1962, as Finnish consumer preferences shifted towards luxury items and consumer durables.

The Finnish government, having stabilized its cash position by retrenchment and emergency tax levies in the middle of this year, proposed a moderate budget for 1963.

Retail prices moved up in July but held fairly steady during the remainder of the quarter. The Bank of Finland's tight money policy and the tapering off in economic growth may be expected to reduce pressure against prices.

During the first 8 months of 1962 Finland's exports totalled $692.5 million (221.6 billion Finnmarks), 7.8% above the same period last year. Finland's major customers were Great Britain, the Soviet Union, West Germany, Sweden, the U.S. and France, in that order.

Imports during the same period were valued at $816.9 million (261.4 billion Finnmarks), a 10% rise over the corresponding months in 1961. Chief suppliers were West Germany, Great Britain, USSR, Sweden, France, and the U.S.

Finnish imports from the U.S. reached $49.4 million (15.8 billion Finnmarks), 2% above last year.

Industrial machinery and equipment, primarily for the pulp and paper industry, continue to account for about one-third of all Finnish imports from the U.S.

Finland's pulp and paper industry is completing its expansion program during a slow-down in world demand for its products, so the demand for large U.S. made paper machines and equipment will probably decline. With under-capacity operations now prevalent, many Finnish pulp and paper firms are examining all phases of production, material handling, and transportation processes to increase efficiency and lower costs.

Auto quotas eased

A rise in American passenger car sales has occurred since mid-July when, in connection with an increase in turnover taxes, the Finnish Government relaxed passenger car import quotas. Although the retail price of passenger cars went up 20-90%, sales have increased substantially and the increased import quotas were used up by early October.

American small and medium compact cars have sold quite well but are still far behind European models. Sales of standard size American cars, now more than ever considered in the luxury class, have also increased. With the influx of new cars, producers of service equipment and parts should find a useful market in Finland.

American canned and fresh fruits remained popular among Finnish housewives. The poor Finnish apple crop this fall, occasioned by damp and cold weather, should make sales of American fresh apples and pears very brisk this winter.

In mid-October the Bank of Finland, for balance of payment reasons, imposed credit restrictions on imports of several consumer durables. Importers of radios, TV's, outboard motors, passenger cars, electrical household appliances must pay for such goods before custom clearance.

Trade fairs

The first Finnish International Trade Fair, displaying products from 28 countries, was held in Helsinki September 21-30 and attracted 277,000 visitors. Although the U.S. did not participate officially, over 100 American companies had their products exhibited. The next such fair is scheduled for the fall of 1964.

Finland is having an international maritime exhibition in September 1963, where all phases of the maritime industry will be on display. As in the U.S., pleasure boating and sailing are increasingly popular in Finland. American exporters of

maritime and pleasure boat equipment might well investigate participation in this event.

Finland's exports to the U.S. soared to $38.8 million (12.4 billion Finnmarks), up 42.5% from the corresponding 1961 period—principally because of sizeably larger newsprint and wood pulp shipments.

Although the bulk of Finland's exports to the U.S. is still pulp and paper, other products are becoming increasingly important. Finnish textiles, clothing, ceramics, glassware, furs, boats, foods and furniture are showing increased sales to the U.S. The Finnish "sauna," a dry heat bath, is becoming more widely known in the U.S., and sales of sauna stoves, pre-fabricated sauna buildings, and sauna equipment may soon reach sizeable proportions.

Finland's interest in the U.S. market is emphasized by her participation in the Chicago International Trade Fair in August, the display of Finnish goods in a prominent Chicago department store, and the establishment of a commercial office in Los Angeles this summer.

In spite of an exceptionally rainy summer more than 500,000 tourists have visited Finland this year, an increase of 50,000 over 1961. Travel between Finland and the U.S. was extremely active. In the first 5 months of 1962 there were 85% more visitors from Finland to the U.S. than during the same 1961 period, the highest percentage increase from any country. More Americans (8,800) visited Finland in 1961 than visitors from any other country outside of Scandinavia. Through July more than 4,800 Americans had visited Finland this year.

Growth rate moderates

During the first 8 months of 1962 the volume of industrial production exceeded the corresponding period of 1961 by 5%. However, the over-all rate conceals a substantial decline in the rate of growth during the period. The rate dropped from 8% in the first quarter to 4% in the second.

Finland's major industries, those devoted to the exploitation of its forests and their products, have felt the effects of general over-supply on the world market. The previously imposed cuts in capacity utilization in the Nordic countries' pulp and paper industries were increased in September. However, because of the large capacity increase over the last 2 years in Finland, output continued to rise.

Production of paper and paperboard through August 1962 was 7% above the 1961 level, and exports rose 10%.

Total chemical pulp output was up only 2%, but exports also went up 10% during the first 8 months of 1962. Large increases in sulphate pulp output and exports offset corresponding declines for sulphite pulp.

Consumer goods trail

Consumer goods output has grown more slowly than total industrial production. Textile industry production is on the same level as last year while clothing and foowear manufacture has shown a 2% rise. Increased foreign competition after the EFTA tariff cuts and the shift in consumer preferences toward luxury items and consumer durables have influenced the slow progress of the textile and clothing industries recently.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

The expanding demand for consumer goods continues, and the public appears to be spending a larger proportion of its increased income directly on consumption, with savings suffering somewhat.

Wholesale trade volume during the first half of 1962 was 7% above 1961. In value terms the increase was 9%, due to a rise in the wholesale price level. A slight slackening in the wholesale trade growth rate has been noted during the last few months.

Retail sales up too

Retail sales during the first half of 1962 were 11% above 1961. The volume increase was only 9%, however. The most noticeable increases have been in consumer durables such as passenger cars and household appliances. Sales in hardware, electric, and sporting goods stores increased by 28% during the first half of 1962 while food and tobacco shops showed an increase of only 7%. In all fields there was a shift toward higher quality and more expensive products.

The cost-of-living index rose to 148 in September (1951=100), a 2-point increase during the third quarter. Increased excise taxes on alcoholic beverages and tobacco products helped the price rise, as did the increase in restaurant prices. The Cabinet issued a decree on August 31 fixing the retail prices of flour, bread, soft drinks, and certain other food products at the levels prevailing on July 31, 1962.

Money still tight

The third quarter brought no turn for the better in the money market, which has been exceedingly tight all year. Through August savings deposits increased by only 3.5% to $2,027.2 million (648.7 billion Finnmarks), compared with an 8.7% increase during the first 8 months of 1961. Advances to the public by credit institutions increased to $2,473.8 million (791.6 billion Finnmarks) by the end of August this year, an increase of 8.7% against an increase of 11.8% during 1961.

The increased propensity to consume and large Government bond issues offered to the public at interest rates which the banks could not match kept savings deposits relatively low. Savings which would have gone to the banks were diverted to Government bonds.

Rediscounts to commercial banks by the Bank of Finland reached an all time peak of $172.8 million (55.3 billion Finnmarks) on July 7 and then dropped off slightly in the usual seasonal pattern. On September 1 the Bank of Finland imposed a rediscount ceiling under which the maximum amount of rediscounted bills for any one commercial bank could not exceed 240% of the bank's own assets, a figure which is roughly equivalent to July's peak level.

Two Government loans were issued on September 1, 1962, one of $9.4 million (3 billion Finnmarks) for subscription by credit institutions and one of $6.3 million (2 billion Finnmarks) to the public. Both issues are tied to the cost of living and will mature in 10 years. The rate of interest on the public bonds is 8%.

On August 15, 1962, the International Bank for Reconstruction and Development granted Finland a $25 million loan to finance a 303,000 kw. increase in Finland's thermal electric power generating capacity. The loan will be channeled through the Mortgage Bank of Finland Oy to Imatran Voima Oy for expanding its Naantali plant, to the city of Helsinki for expanding its Hanasaari plant, and

to Kotkan Hoyryvoima Oy for constructing a new plant in Kotka.

The labor market has remained quiet during the third quarter as unions have been canvassing their locals prior to the opening of formal wage negotiations.

Full employment continued throughout the summer months, the seasonal period of peak employment in Finland. However, indications are that the coming winter will bring greater unemployment than last year.

Agriculture suffered from very unfavorable weather during the growing season resulting in a poor harvest, particularly as far as quality was concerned.

Despite poor weather during the entire summer, it is estimated that the bread grain harvest will be nearly as large as last year's. However, more than half of the grain will probably be below commercial milling standards and will have to be used for animal feed.

Farm income law

The Diet passed a new agricultural income law on August 15, which is designed to achieve a balance between production and consumption, taking into account the limited possibilities for export. Support prices apply only to the quantity of output necessary to cover domestic consumption. The prices are adjusted annually in September in relation to the farmers' total costs.

The Agricultural Marketing Fund established by a law passed August 25 will be used to promote exports and pay for domestic subsidies. It derives its income from Governmental budgetary contributions and import fees which replace the former import duties on agricultural products.

On September 7 the Government presented its budget proposal for 1963 to the Diet. The Government attempted to hold down expenditures as much as possible without drastic cuts which would hamper programs already in operation. The total expenditures of $1,406.3 million (450 billion Finnmarks) in the 1963 budget proposal are considerably less than the $1,562.5 million (500 billion Finnmarks) in 1962.

ESSO OF ITALY EXPANDS

Esso Standard Italiana is completing a 230,000 ton lubricating oil plant at Augusta, Sicily and has completed plans to expand the capacity of the Trecate refinery from 1.3 million to 4.5 million tons. Esso's 5-million ton refinery at Augusta, Italy's largest, will have its capacity increased to 8 million tons.

About fish eyes and better communication

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Detroit—We had last seen Takeo Kagitani in Tokyo during May, when he sent us bolting and roaring to Haneda field through unpredictable and inflammable traffic, tucked in a new Jaguar that sported a floor covering of deep pile, snow white carpeting.

The other day at Detroit's Metropolitan airport in the overcast, monotonous grey of midwest winter we met again. Sipping a cup of coffee, he was waiting to return home on the afternoon flight through Anchorage, following a two month's visit to the United States, camera strap over shoulder, a sterling silver golf putter in hand, the key to the city of Statesville, North Carolina, in his luggage and exuberantly displaying an honorary captain's badge presented by the New York police department.

Takeo Kagitani is president of Takachiho Koheki, a firm with offices scattered through forty Japanese cities, and is an importer of United States products, representing, among others, the Burrough's Corporation, and has contributed to building the international sales of this American company to more than a hundred million dollars. Takachiho Koheki is Burrough's largest distributor.

"We admire the sales techniques of United States manufacturers," he told us. "But your companies must teach more to your Japanese agencies. In sending people to us you will not find a restraining traditional pattern of long standing in your way that will hamper marketing programs.

"We like to sell in your fashion, because your methods have already proven successful.

"Not only in Japan, but throughout the world, United States manufacturers must be conditioned to sell on open account to responsible overseas buyers," he replied in answer to a question on the subject. "It costs 8.7% to borrow money in Japan. In other countries it is often more. This is expensive to many importers who must pay cash against documents or otherwise ahead of time and then wait some months for delivery."

Mr. Kagitani is as formal as the convening of the Supreme Court, a charming gentleman of culture, meticulous in speech and dress, who looks and usually talks more as a connoisseur of art than a prominent and successful Japanese merchant. His lively interest in objects of beauty range all of the way from special and expensive carp in his garden ponds to delicately brushed paintings on his walls, with generous appreciation of classical theatre, sculpture and flowers.

But, first of all, Takeo Kagitani is a brilliant authority on Japanese-American commercial relations.

"Knowledge of product by the importer, adoption of United States merchandising methods, nearby availability of service in Japan and large inventory," he said, "are basic ingredients for success to a distributor in our country.

"Communications are a problem but many of our people speak English. We continually send trainees to the factories we represent, just as you send technicians and sales personnel to Japan. But this is a program we both must step up.

"Once we sent a trainee to Burrough's," he recounted. "He spoke English, but his supervisor complained that he couldn't understand him. We finally sent another trainee who knew English from long years in the United States.

"Then the new man couldn't understand the supervisor, who, it turned out, came recently from Scotland."

We waved good-bye. Mr. Kagitani promised us dinner on our next trip.

"It'll be just the usual things," he said. "Raw fish, octopus, pickled seaweed, fish eyes, things like that." As everybody knows, fish eyes are a special delicacy.

Schedule

LONDON

Toys and Games: Jan. 22-Feb. 8.
Heating, Ventilating and Air Conditioning: Feb. 26-March 15.★★
Department of Agriculture: April 1-30 (products to be announced).

FRANKFURT

Toys and Games: Jan. 29-Feb. 15.
Automotive Service Equipment: March 12-29.
Home Furnishings and Design: June 25-July 26.

BANGKOK

Automobiles, Trucks and Automotive Accessories: Jan. 15-Feb. 8.★★
Small Farm Machinery and Equipment: March 5-April 12.
Pharmaceutical: April 30-May 24.★★
Business Machines and Office Equipment: June 18-July 19.

TOKYO

Industrial Instruments and Laboratory Apparatus: April 2-26.★
Dept. of Agriculture: May 6-June 23 (products to be announced).
Automotive Service and Maintenance Equipment: July 9-26.
Dept. of Agriculture: Aug. 19-Sept. 20 (products to be announced).
Photography and Science, Industry and Education: Oct. 1-18.

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* Denotes opening show.
** Denotes shows prepared largely by the U.S. commercial officer in collaboration with local agents of U.S. manufacturers and using their stocks of American-made products.

Companies interested in participating in any of the regularly scheduled shows listed above are urged to write to the Department of Commerce, Trade Centers Division, Washington 25, D.C., for full information and market data.

Engineering show planned in Australia next August

The 6th biennial Melbourne Engineering Exhibition will be held in that city Aug. 12-17. Participation of machinery manufacturers has been invited.

The Industrial Public Relations Service of Australia Proprietary, Ltd. (IPR), is organizing the show and expects buyers from Australia, New Zealand and the Near and Far East Countries. Expected attendance is 80,000 to 100,000 persons.

Fourteen companies thus far have indicated their intention to participate. Among them are overseas firms which plan to take part through Australian subsidiaries, affiliates, branches or licensees.

Machinery and equipment to be exhibited includes food processing, packaging, welding and pumping equipment, and industrial heaters and air conditioning.

Interested U.S. manufacturers of industrial machinery and equipment with business contacts in Australia may obtain more information from R. C. T. Riddell, State Director, Industrial Public Relations Service of Australia (Victoria), Pty., Ltd., 33 Queens Rd., Melbourne, S.C. 2, Victoria, Australia (cable address: EXHIBITIONS, Melbourne).

Agricultural exposition to take place in Sweden

Sweden has invited U.S. companies to take part at the 3rd European Agricultural and Industrial Fair (ELMIA 63), to be held in Jonkoping June 6-16.

The ELMIA exhibit is intended to be an international point of contact in northern Europe with a view toward the European Common Market for the benefit of industrial sectors serving agriculture and forestry.

Additional information is available from the Trade Fairs Division, Office of International Trade Promotion, BIC, Department of Commerce, Washington 25, D.C.

WEEK OF THE RAINCOAT

The second Week of the Raincoat, a fashion show representing rainwear exclusively, will be held at the Grand Hotel Villa Medici, Florence, Italy, Feb. 13-17. An international meeting of rainwear dealers will also be held on Feb. 17 in connection with the fashion show.

Hotel equipment, camping gear fairs scheduled in Paris

Separate events set in October; U.S. firms invited to take part

Paris will be the scene of at least 2 international trade fairs in October—one on hotel and cafeteria equipment, the other on camping and fishing gear.

The 10th International Technical Exhibition of Equipment for Hotels, Cafeterias and Related Industries will be held Oct. 10-21 at the Parc des Expositions.

Participation in this fair, reports the U.S. Embassy in Paris, "is a valuable means of interesting French and foreign buyers in U.S. equipment." The Embassy added that increasingly keen competition for the tourist trade is causing the need for modernization of French hotels and restaurants.

U.S. firms who want to participate should file application forms before Aug. 1 with the Commissariat General Equip'-Hotel, 13 rue de Liège, Paris 9, France.

Camping gear exhibit

The 12th International Camping and Fishing Exhibit will be held Oct. 26-29 at the Palais du C.N.I.T., Puteaux, Seine, Paris.

U.S. firms have been invited to exhibit their equipment at this show. At the 1962 show a potential market appeared to exist for items of unusual interest such as a U.S.-manufactured snow-cart propelled by a small motor and a lightweight ice box manufactured in Germany under license from a U.S. company.

The exhibit at last year's show reportedly was the most important of its kind in Europe, and included the widest range of items ever shown.

Camping is becoming more popular in France, the U.S. Embassy in Paris reports. In 1950 only 300,000 campers participated in the activity. The figure is now estimated at 5 million.

Additional information is available from the Trade Fairs Division, Office of International Trade Promotion, BIC, Department of Commerce, Washington 25, D.C.

Alliance emblem required on Latin AID shipments

Instruction applies to projects, commodities, and their containers furnished under AID financing

The Alliance for Progress emblem is now required on all commodity shipments to Latin America under the AID program, as well as on signs and other media identifying AID projects in the region.

This instruction applies to all commodities, and their shipping containers, furnished to Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay and Venezuela under AID financing.

The size of the emblems may vary depending upon the size of the commodity, package or shipping container to be marked, but must be large enough to be clearly visible at a reasonable distance.

The emblems placed on the commodities must be approximately as durable as the trademark or company or brand name affixed by the producer; the emblems on the shipping containers must be legible until they reach the consignee.

Requests for sample emblems, emblem sources, marking instructions and other assistance relating to use of the Alliance or American Aid emblems should be addressed to: Office of Small Business, Agency for International Development, Washington 25, D.C.

New York firm to assist UAR plan thru AID contract

Ebasco Services Incorporated of New York City will furnish advisory services and technical assistance to the United Arab Republic's General Organization for Execution of the 5-Year Industrial Plan, under the terms of a $900,000 Agency for International Development contract.

The firm's services will encompass (1) the development and operation of an Engineering and Planning Division responsible for economic feasibility determinations and industrial technical planning and (2) determining priorities of proposed projects which would be financed by local or foreign capital.

Ebasco will also provide day to day advisory services in connection with technical and engineering problems which arise during implementation of the 5-Year Plan.

This cooperative effort represents part of the technical assistance program administered by AID in developing nations, under which U.S. firms and institutions are engaged by contract to provide professional and technical services overseas.

Nicaraguan roads get $3.7 million loan from AID

Alliance program will make farms more accessible to markets

Final portions of an Alliance for Progress farm-to-market road construction program in Nicaragua will be completed through financing by the Agency for International Development.

AID is lending $3.7 million to help finance construction of 3 roads. In September of 1961, the Development Loan Fund, a predecessor of AID, loaned Nicaragua $4.3 million for 6 other roads.

The latest loan will help pay for a 95.1 km. road already under construction between San Isidro on the Inter-American Highway and the village of Telica. The road will connect a large newly developing agricultural region in northwest Nicaragua with markets in the cities of Leon, Managua, Chinandega and the Pacific coast port of Corinto.

The second road included in the new financing is a 44.2 km. stretch between Jiloa and La Paz, on the southern shore of Lake Managua, which will complete a connection from La Paz to Managua, the capital.

Finally, a 33.3 km. road on the northern part of Ometepe, an island in Lake Nicaragua, will make it possible to move farm produce efficiency to the island port, Moya Galpa.

The Nicaraguan Government is financing one-third of the costs and the U.S. Bureau of Public Roads is supervising construction.

3 U.S. firms work on $46 million UAR power plant

$30 million AID loan helps Cairo project, slated for 1964 finish

A loan of $30.6 million for the United Arab Republic has been authorized by the U.S. Agency for International Development (AID) to finance the construction of a power plant for the Cairo area.

The new thermal electric station, known as the Cairo West plant, is scheduled to begin operations in 1964.

The plant will be built, equipped and operated for 2 years by the Westinghouse Electric International Company as prime contractor with the Cairo Electricity and Gas Administration, a UAR agency. A training program for operating personnel will be conducted in the U.S. and Cairo by the Kuljian Corporation of Philadelphia, a sub-contractor which also will provide engineering designs. Laramore, Douglass and Popham, a New York consulting engineering firm, has been retained to represent the Cairo utility.

Local currency costs of the power plant construction, estimated at the equivalent of $9.5 million, will be financed by the loan of U.S.-owned Egyptian pounds derived from the sale of agricultural commodities to the UAR.

The Cairo Electricity and Gas Administration is contributing such facilities as the land, preparation of the site, housing, access roads and railroad siding and other costs totaling an estimated $6.1 million.

Bolivia buys $3.33 million in U.S. PL480 commodities

Agreement has been reached between Bolivia and the U.S. on an amended program under Title I, Public Law 480, for the sale of $3.33 million worth of cotton, cottonseed and soybean oil, lard, dried whole milk, condensed and evaporated milk, and inedible tallow.

The agreement provides that 70% of the bolivianos obtained as payment will be loaned to Bolivia for economic development and 15% will be set aside as loans to U.S. and Bolivian private business firms.

AID loan will help Pakistan buy U.S. lumber equipment

Will expand logging operations and build sawmill in E. Pakistan

A $2.2 million U.S. loan will finance expansion of logging operations and construction of a sawmill in East Pakistan.

About half of the loan proceeds will be used for the logging operation, to buy U.S. mechanical equipment such as chain saws to replace hand work with axes and saws, and tractors, trucks and cranes to supplement the use of elephants to haul the logs. The remaining $1.15 million will finance the purchase of U.S. saws and other equipment to build the sawmill. At present there is no sawmill in the country to handle the large trees from the forests in the Chittagong Tracts. Plans for the mill are based on a study made by Sandwell International, Inc., of Portland, Oregon, and call for a plant capable of handling logs of up to 60 inches in diameter and 32 feet in length, with a maximum annual capacity of 35,000 tons.

The loan will be made to the East Pakistan Forest Industries Development Corporation, a Pakistan Government-controlled company created in 1959 to exploit forest resources in the area and promote wood-using industries.

U.S. will sell Indonesia $26 million in PL480 rice

Agreement has been reached between the Governments of Indonesia and the U.S. on an amended program under Title I, Public Law 480, for the sale of $26 million worth of rice (about 330 million pounds).

The proceeds from this sale will be used for loans by the Agency for International Development (AID) to private U.S. and Indonesian business firms; economic development loans; payment of U.S. obligations abroad, and various other U.S. purposes.

Sale of the rice will be by private U.S. traders. Purchase authorizations will be announced later.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

AID to finance expansion of Tanganyika water supply

A $2.2 million development loan for Tanganyika to finance the expansion of her capital city's water supply has been authorized by AID under a U.S. commitment of $10 million to help meet the objectives of Tanganyika's 3-year Development Plan.

Of the total water system loan, about $1.6 million will be used to purchase equipment from the U.S. The remainder will pay a portion of the local costs. The Government of Tanganyika is contributing $450,000 for other project expenses.

AID is also carrying out a technical assistance program for Tanganyika totaling $2.2 million, which was initiated in fiscal year 1962 and provides the services of U.S. technicians, training for Tanganyikans abroad, and training equipment and materials.

While industrial development is in its infancy in Tanganyika, major efforts are underway to attract investment, and already there are plans for construction of an oil refinery, canning factories and a meat packing plant.

Two Britons lose U.S. export rights

Shipped industrial pump parts to Cuba despite repeated notices; firm gets 3-year suspension

Two British businessmen who unlawfully transshipped U.S.-origin goods to Cuba have been permanently denied all U.S. export privileges and their former firm has been placed on 3-year probation by the Commerce Department's Bureau of International Commerce.

Named in the Bureau's December 31 denial order are Donald W. T. Bruce, London; Stanley Crossley, Middlesex, England; and Latin American Development Co., Ltd., a London export-import company.

All parties have been under temporary denial of export privileges since March, pending completion of compliance proceedings in the case.

The Bureau's order said that Bruce and Crossley, then working directors of Latin American Development Co. Ltd., during late 1961 and early 1962 placed orders with a number of suppliers both in the U.S. and England for U.S. spare and replacement machinery parts to fill Cuban orders. The goods were ordered for England, and the Cuban destination was concealed.

A virtual embargo on shipments to Cuba of all U.S. items (except certain foods, medicine, and medical supplies) has been in effect since October 1960.

Disclaimer doubted

Evidence disclosed that Bruce and Crossley knew, before they placed most of their orders, of the U.S. restrictions on direct and indirect shipments of U.S. goods to Cuba. Their disclaimer of such knowledge was found to lack credibility.

Notwithstanding repeated notices of the U.S. export restrictions, Bruce, Crossley, and Latin American unlawfully transshipped U.S.-origin industrial pump spare parts valued at about $13,800 from England to Cuba in February 1962.

The Bureau said that Bruce and Crossley by their deliberate disregard of U.S. export controls were not to be further trusted to deal in U.S.-origin commodities and technical data.

Macapagal pledges Philippines to new legislation providing incentives for investors

Stands ready to amend laws and procedures which impede free flow of foreign capital by creating uncertainties

In a recent address to the Philippine Chamber of Industries, President Macapagal outlined the administration's program to attract foreign capital implementing the Philippines' 5-Year Economic Development Plan. This plan calls for an inflow of $870 million in private foreign investment to supplement investment of local capital.

Foreign investment is sought for exploiting and developing minerals, developing capital goods industries (tools, dyes, industrial and heavy electrical machinery), extending the railroad system, developing a shipbuilding and drydocking industry, and manufacturing chemical products from raw materials.

New system weighed

President Macapagal emphasized that existing legislation and administrative procedures would be amended, if necessary to expedite the flow of private capital to the Philippines. He said: "This government respects the fact that private business is motivated by the prospective rates of return on its investments as matched against prospective risks and inconveniences. To be realistic—indeed, to be effective at all—the Government's incentive policies must operate on these critical variables either by improving the profit prospects or by diminishing risks and inconveniences, or both."

Action pledged

To further these ends the administration pledged itself to adopt the following measures, some of which require Congressional approval: (1) with partial or complete tax rebate and tariff incentives continuing to be granted to new high-priority industries, the Basic Industries Law will be amended, narrowing the definition of "Basic Industries." (2) Tariff protection, beyond existing levels, is to be given to industries vulnerable to foreign competition while developing an economical scale of operations. Tariff policy is to be flexible, allowing selective increases to protect local industries from foreign competition and selected decreases to facilitate importation of intermediate products needed by local enterprises, and of essential final goods in short supply. (3) Partial or full tax exemptions for reinvested profits will be provided. (4) Government administrative machinery will be revamped to assist business more.

Example

The President's speech cited the recent tariff increase on textiles as an example of measures taken to shield domestic industry from "crippling rivalry."

Commenting on the National Marketing Corporation (NAMARCO) practice of purchasing imports in short supply for resale at cost to Philippine consumers—to the detriment of the free market economy—President Macapagal stated:

"The Government has also taken serious cognizance of the adverse effects on existing industries of certain subsidized importing policies of NAMARCO. For this reason, this institution has recently shelved a plan to order a large shipment of certain products whose importation has severely impaired and reduced the output of local establishments producing the same goods."

The lag in foreign investments arises in part from Philippine laws making potential foreign investors uncertain of the treatment that will be accorded them, particularly in the light of the expected 1974 expiration of the Revised U.S.-Philippine Trade Agreement. One of these laws is the Retail Trade Nationalization Act, disqualifying all businesses that are not either wholly Philippine and/or wholly American–owned from engaging in retail trade. Few U.S. firms whose stock is publicly held can qualify as being wholly Philippine and/or American-owned. Retail trade has been defined very broadly to include any firms selling directly to the buying public.

In the mining field the unresolved "San Jose" case places in doubt the mining rights of foreign corporations in a Philippine company. Such uncertainties are deterring movement of private foreign capital to the Philippines.

Italy frees some U.S. imports by terms of accord

Italy has liberalized several restricted U.S. imports under an agreement reached during the recently concluded 20th session of the General Agreement on Tariffs and Trade (GATT), the U.S. Embassy in Rome reports.

No longer subject to import licensing requirements when imported from the U.S. are: natural honey; raisins in packages under 500 grams; crude linseed oil; degras; macaroni, spaghetti, noodles, and similar products; iodine; iodides, oxyiodides, iodates, and periodates; terpeneless essential citrus oils; mixtures of two or more odoriferous substances, with a base of citrus essence; firearm powder; prepared explosives; and parts of projectiles and ammunition.

On January 1, again in conformity with the GATT understanding, most of the industrial items still under restriction from the U.S. were placed on an "automatic licensing" basis, which means licenses will be granted upon request. These items are: certain printing presses and parts; wall-paper and wrapping-paper printing machinery and parts; motor vehicle chassis and bodies; fork-lift trucks; motorcycles and parts; and tulles, net fabrics, and machine-made lace and articles thereof.

These changes should be noted by holders of the Commerce Department publication, *Licensing and Exchange Controls, Italy*, World Trade Information Service Report, Part 2, No. 61-62, September 1961.

Bonn prepares to implement law on detergents' use

October 1964 enforcement date allows grace period

Procedures for applying West Germany's ordinance against anionic detergents of the alkylaryl sulfonate type have been spelled out in an implementing ordinance which includes these provisions:

(a) Acceptable detergents must be at least 80% degradable. Bio-degradibility is determined by a simulated activated sludge proce re described in an attachment to the ordinance.

(b) The present regulation applies only to anionic detergents (see above).

(c) Enforcement of these provisions will begin in October 1964, allowing manufacturers, formulators and distributors a reasonable time to develop acceptable substitutes and to dispose of unacceptable stocks of syndets.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Advisory group

All questions relating to detergents and water supply were directed by a Parliamentary Committee to an advisory group called the General Committee for Detergents and Water, headed by Professor Dr.-Ing. Wilhelm Husmann, Technische Hochschule, Aachen. He has indicated his willingness to report in American journals on German detergent regulations and plans, or to present technical papers before appropriate groups, if desired.

Acceptable test methodology appears to have been established permitting the development of a system for enforcing the September 1961 enabling legislation.

An unofficial translation of the test requirements as well as technical justification for their adoption were included with material received from Bonn. Loan copies of the incoming airgram may be obtained from the European Division, Office of Regional Economics, Department of Commerce, Washington 25, D.C.

Canada cancels arbitrary dutiable value on potatoes

Canada has removed, effective from January 2, the fixed value of $2.67 (U.S. $2.49) per 100 lbs. on fresh potatoes imported into western Canada in their natural state. This value had been in effect since Oct. 16, 1962.

At the 20th session of the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), held in Geneva Oct. 23-Nov. 16, 1962, protests were made that the arbitrary value impaired a tariff concession on potatoes negotiated with Canada in favor of the U.S.

While the fixed value was in effect, potatoes imported below this figure were subject to a dumping duty equal to the difference between the fixed value and the selling price (INTERNATIONAL COMMERCE, Oct. 29, 1962, p. 24.)

Australia pushes for bans against monopoly devices

Monopoly and restrictive trade practices are targets of far-reaching legislation recently introduced by the Australian Government. The proposed measures would prohibit completely some business practices and establish a tribunal to determine whether other practices are in the public interest.

Persistent price-cutting aimed at destroying a competitor, collusive tendering, and some kinds of monopolization would be forbidden. Other bans would be placed on price-fixing, boycotts, discriminatory dealings, restrictions of outlets, mergers, takeovers and similar practices.

Tribunals would be set up throughout Australia, presided over by judges who would examine practices which might restrict competition but which might, in some cases, be justified in the public interest.

In a statement released in Canberra the Attorney General said that the Government planned for legislative action by both Federal and State Parliaments, and believed the majority of State Governments would introduce complementary legislation.

New Zealand eases money repatriation

To encourage more foreign investment, New Zealand has removed restrictions on the repatriation of capital, ending a long-standing practice of allowing withdrawal of funds invested and earnings realized by sterling-area countries only.

Before the change, repatriation of non-sterling funds had been accomplished indirectly through transfer to a blocked sterling account and, in turn, converted to non-sterling currency at a discount (most recently only about 1.5% for conversion to dollars).

Equal basis

The announcement puts the funds and earnings by nationals of all countries on an equal basis now whether invested directly or in portfolio, such as stocks, shares, mortgages, etc.

This liberalized treatment is subject to certain conditions: (1) The original funds must have come to New Zealand through the banking system or in some other equivalent approved form. (2) Formal Reserve Bank approval will still be required before repatriation and the amount involved must be formally authenticated by an auditor's certificate or other satisfactory evidence. The same conditions apply to sterling-area funds.

Taiwan trust unit now has foreign exchange section

The Central Trust of China, procurement agency of the Taiwan Government, recently set up a foreign exchange section under its Trust Department.

Functions of the new section include issuance and acceptance of letters of credit, handling of foreign currency loans, buying and selling of foreign exchange certificates, credit standing surveys, buying of export drafts, and other foreign exchange transactions.

Apart from the trust business, the Central Trust of China also handles purchases, trade, warehousing, transportation, and insurance.

Return to normal trade patterns is Colombia's goal

Many 'essential' items shifted to license-free import list

About 190 import tariff positions (considered essential to the economy) were transferred to Colombia's license-free import list by Decree No. 3167, effective December 6, the U.S. Embassy in Bogota reports. This was one of several recent steps towards resumption of more normal trade patterns following last fall's emergency ban on imports (INTERNATIONAL COMMERCE, December 3, p. 40, and December 31, p. 10).

Some 65% of the tariff positions were shifted from the prohibited to the prior list by Decree No. 3337 (December 17).

New import license applications for listed products were again being accepted by the National Superintendency of Imports as of January 2, after completion of a December 14-January 2 moratorium during which no new applications had been processed. During the moratorium the Superintendency had dealt with applications received during the period when all tariff positions were on the prohibited list. Applications submitted during that period covering imports now on the prior-license list are being processed without requiring submission of new applications.

Repeal

A December 18 resolution of the Superintendency repealed the emergency procedure of Decree 3054 (INTERNATIONAL COMMERCE, December 31, p. 10), which had allowed licensing of some highly essential imports during the period when all tariff positions were on the prohibited list.

Further information may be obtained from Department of Commerce field offices or from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. It is suggested that inquiries specify particular products of interest.

EFTA TARIFFS HALVED

Reduction of intra-EFTA tariffs to 50% of their original level became effective for all members on December 31.

FOREIGN CONTRACT AWARDS

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff. Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

GHANA—Contract valued at approximately $7,000,000 (£3 million) awarded to Marconi Wireless and Telegraph Co., Ltd., of England for construction of **3 TV transmitting stations** and extension of external and internal broadcasting services in country. TV stations to be erected at Adjankote, near Accra; Nkabin, near Kumasi; and Kisi, near Sekondi-Takoradi. Construction to commence in about 4 months, with completion expected in 18 to 24 months. Address inquiries to Director, Ghana Broadcasting Corporation, P.O. Box 1633, Accra.

HONG KONG—List of **successful bidders** for various Government tenders is available in Commodity Export Promotion Division, Business and Defense Services Administration, Rm. 4317.★

PAKISTAN—Department of Investment Promotion and Supplies issues **circular notices** with details on the award of tenders No. VA-3/AID/408/66703/J/62/57; VA-3/AID/408/66703/L/62/56; VA-3/AID/408/66703/P/62. Copies available.★

Cosmetics entering Austria must be labelled in German

Marking and labeling requirements for imported cosmetic and toilet preparations were recently amended under an ordinance issued by the Austrian Ministry of Trade and Reconstruction, the U.S. Embassy in Vienna reports.

Marks of origin, already required by previous legislation, must now be in the German language. Outer wrappings and containers must bear the clearly legible inscription in the Roman alphabet, "Erzeugt in . . ." ("made in . . ."), naming the place of production or the country of origin. Generally accepted abbreviations may be used.

The new ordinance (Item 303) was published on Nov. 29, 1962, in the *Bundesgesetzblatt*. Copies may be obtained from the Oesterreichische Staatsdruckerei, Wollzeile 27a, Vienna I, Austria.

This change should be noted on page 4 of "Marking and Labeling Requirements of Austria," World Trade Information Service Report, Part 2, No. 61-92.

Dahomey-Nigeria customs pact eases border rules

An agreement which simplifies border formalities and tightens customs control of the flow of goods between Dahomey and Nigeria was recently concluded by their respective Finance Ministers.

Citizens living near the frontier will be permitted free access to the border to trade in certain foodstuffs. In addition, the Dahomean Customs Station will be moved to a spot opposite the Nigerian Customs House, facilitating clearances.

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ITALIAN MISSION REPORTS

Diversified openings pinpointed in industrial, consumer fields

Venture, license arrangements proposed here and abroad, the recent U.S. Trade Mission finds

Opportunities existing in Italy range from investment in housing developments to establishing a joint venture for the production of adhesive tapes, the recent U.S. Trade Mission to Italy finds.

Italian firms offer licenses or joint venture arrangements to have products ranging from cosmetics to an acoustical material made from rice hulls produced in the U.S.

151 General building contractors

Building contractor experienced in constructing shell houses sought as partner to build such houses in Italy. Prof. Vittorio Ascione & Avv. Castellani, Via dei Fiorentini 21, Naples.

203 Canning and preserving foods

Canner of tomatoes, peas, green beans and fruits seeks similar U.S. firm to enter joint venture to expand production in Italy. S.A. Esperia, Massalombarda, Ravenna.

Company that processes and cans fruit juices and jams is interested in joint venture to expand operation. FRAMBO, Via Ugo Bassi 15, Bologna.

207 Confectionery, related products

Manufacturer of fruit candies seeks joint-venture partner to process cherries and nuts to be used in making candies. Giuso Guido P.P. Azioni, Acqui Terme, Alessandria.

221 Broad woven fabrics

Tablecloth manufacturer seeks license from spinning and weaving firm to expand line. Cotonificio Poss, Via S. Andrea 2, Milan.

275 Commercial printing

Printing and binding firm, producer of calendars and art publishing seeks joint venture with publishing or printing firm. Istituto Italiano D'Arti Grafiche, Bergamo.

283 Drugs

Manufacturer of medicinal and pharmaceutical products wants license to make U.S. drug and pharmaceutical items. Societa' Zama S.p.A., Via Nazionale Appia 74, Casagiove, Caserta.

License to produce pharmaceutical products sought by manufacturer of medicinal specialties. Istituto "Serafino Belfanti," Via Darwin 20, Milan.

Pharmaceutical firm seeks license to produce glycine, papaverine, lysine and histidine. Istituto Farmacologico Lombardo, Via Cosenza 5, Milan.

Laboratory engaged in organic synthesis and production of basic raw materials used in drugs desires cross-licensing arrangement with similar U.S. firm. Istituto Franco Tosi, Via L. de Breme 26, Milan.

285 Paints

Manufacturer of all types of paints seeks license to produce illuminated paints. Colorificio Sanmarinese, Republic of San Marino.

306 Fabricated rubber products

Manufacturer of soft rubber products seeks cross-licensing agreement with similar U.S. firm. A.G.E.S., Via Andorno 40, Turin.

Manufacturer of high-pressure hose seeks licensing agreement with similar U.S. firm. GUSI Fabbrica Articoli Gomma, Via Asiago 45, Milan.

331 Steel works

Manufacturer of high-speed and stainless steel with electric forging and melting facilities seeks steelmaking license from U.S. firm. Officine Metallurgiche di Pont St. Martin S.p.A., Via Alberto Mario 6, Milan.

332 Iron, steel foundries

Manufacturer of large construction machinery seeks technical assistance from steel company to build and operate new steel foundry. Loro & Parisini S.p.A., Via Sabona 129, Milan.

341 Metal cans

License from firm with experience in modern metal can making processes sought by manufacturer of tin cans to expand production. Fratelli Pagani, Via Belfiore 46, Lecco, Como.

351 Engines

Electric motor manufacturer seeks license to produce axial air gap motors of fractional horsepower, 1450 and 2800 rpm. Valentini Elettromeccanica, Via G. Ferraris 15, Gallarate, Varese.

353 Construction, materials handling equipment

Manufacturer of food handling machinery, motors, rolls for steel mills and gear boxes seeks license to make mobile hydraulic lift with capacity up to 6 or 7 tons. Mabo S.N.C., Via L. Villa, 7-11, Fiorenzuola D'Arda, Piacenza.

Manufacturer of lift and platform trucks wants joint venture or license arrangement with U.S. firm in similar business. Costruzioni Meccaniche, Via Voli 11, Turin.

Manufacturer of railway cars and electric and diesel locomotives seeks license to produce continuous conveyors for coal, minerals and other materials. Reggiane, Via Agosti, Reggio Emilia.

Firm engaged in making vibrators for general industrial use seeks cross-licensing agreement with U.S. firm in similar business. Venanzetti Bibrazioni SpA, Via Lazzaretto 3, Milan.

Construction machinery manufacturer seeks license to make similar U.S. machinery. I.C.O.M., Via Compegna 19, Naples.

354 Metalworking machinery

Manufacturer of steel castings seeks joint venture to make machine tools using castings from its foundry. Ceretti Iganzio, Corso Duca degli Abruzzi 21, Turin.

Miscellaneous industrial equipment manufacturer seeks license to produce mechanical and hydraulic presses of medium tonnage. C.R.F. S.p.A., Via delle Orsole, 4 bis, Milan.

Manufacturer of presses and shears seeks joint venture with firm in similar business. Officine Romildo Mariani, Via Milano 23, Seregno.

Manufacturer of wire drawing, nail making and cable producing machines seek license to make similar U.S. machinery. Mater Ferri S.A., Watt 37, Milan.

355 Special industrial machinery

Packaging machinery manufacturer wants to build U.S.-type machinery under license. International Technical Co., Via Boscovich 14, Milan.

Manufacturer of equipment for chemical plants seeks license to make similar U.S. machinery. Comtea, Carate Brianza.

Bakery equipment manufacturer wants license to produce highly automated machinery. Ing. Polin, Via dell' Industria 3, Verona.

Manufacturer of machinery for chemical and drug industries wants joint venture with U.S. firm in same business. Dott. Aldo Augusto Bonapace, Via Conova 6, Milan.

356 General industrial machinery

Manufacturer of pest-control machinery seeks joint venture with firm in similar business. La Chimica Industriale, Via G. Cagliero 4, Milan.

361 Electric transmission equipment

Control panel manufacturer seeks license to make electric panels and relays. Orlandi, Via Centrotrecento 19, Bologna.

Firm in field of thermoelectricity seeks cross-licensing agreement with small U.S. company engaged in research in thermal electricity for thermal conversions. Semel S.p.A., Via Barozzi 3, Milan.

363 Household appliances

Home appliances manufacturer seeks joint venture or licensing arrangement to make U.S. appliances. Ambra Societe per Azioni, Via Foligno 88, Turin.

366 Communication equipment

Manufacturer of telephone equipment, switchboards and intercommunication systems seeks cross-licensing agreement with

U.S. communication equipment firm. Urmet, Via Sagra S. Michele 55, Turin.

367 Electric components

Manufacturer of TV and other electronic components seeks license to produce general purpose and special relays. Societa per l'Industria Elettrotecnica S.p.A., Via Dei Della Robbia 76, Florence.

372 Aircraft and parts

Aircraft components manufacturer seeks licensing agreements with U.S. aircraft, aircraft components manufacturers. Euromac, Ponte S. Pertro.

373 Ship, boat building

Manufacturer of fiberglass pleasure boats wants joint venture with U.S. manufacturer of small fiberglass boats. American Boats Co., Corso Chieti 19, Turin.

382 Measuring instruments

Automobile testing equipment manufacturer desires cross-licensing arrangement with firm in same line of business. Officine Elettromeccaniche Copparesi "M.Z.," Copparo, Ferrara.

384 Medical supplies

Manufacturer of chemical products seeks license or joint venture to produce adhesive tapes. ICIR, Strada Antica di Collegne 225, Turin.

For U.S. production

284 Cosmetics

Cosmetics manufacturer wants to have its products manufactured in U.S. and offers license or joint-venture arrangement to American firm. ARLEM, Via Cosseria 9, Turin.

307 Plastics products

Plastic manufacturer seeks U.S. firm to manufacture its special type, U.S. patented plastic bottle cap under license. Gianco Officina Meccanica, Correggio Emilia, Florence.

332 Foundries

Manufacturer of molds for casting steel wants to license U.S. firms to use its patented molds which offer long life due to special construction. Laboratorio Chimico Orci, Via A. da Rosciate 28, Bergamo.

343 Plumbing fixtures

Manufacturer offers license for production of its flexible copper alloy tubing for water connections in bathrooms. Seeks licenses for production of thermostatic or membrane flow controls. Tubiflex, Via Monteponi 26, Turin.

351 Engines

Manufacturer of small diesel air-cooled motors wants to license U.S. firms to make its motors. They range from 7 to 25 H.P. and have one vertical cylinder. ORIA S.p.A., Via Emilia All' Angelo 33, Reggio Emilia.

353 Construction, materials handling equipment

Manufacturer offers license on automatic brake for use on large cranes, hoists and other industrial equipment. Chiolerio, Corso Stati Uniti 35, Turin.

354 Metalworking equipment

Manufacturer of machine tools for shipyards, and automobile, motorcycle and tractor production seeks joint-venture partner for production of its tools in U.S. Officine Meccaniche & Fonderie Napoletane, Via B. Brin 69, Naples.

356 General industrial machinery

Manufacturer seeks U.S. firm to produce its electric furnaces under license. Metalsider & Acciaierie Solbiate Arno, Via A. Mario 6, Milan.

363 Household appliances

Manufacturer of electric meat mincers, band bone-saws, bread and cheese graters, coffee grinders, small ovens and toasters wants U.S. firm to manufacture its products under license. COSMOS, Via Serena 1, Bologna.

399 Miscellaneous manufacturing

Manufacturer of lightweight, flameproof thermal and acoustical material made from rice husks offers license or joint-venture arrangements for U.S. production. Giuseppe Bonaldi, Zogno, Bergamo.

Crucible, refractory item manufacture asked in L.A.

A Brazilian manufacturer of products for the metallurgical industry seeks a joint venture or licensing agreement with U.S. firms to produce carborundum and graphite crucibles and high-temperature refractory materials.

The firm says that the demand for these materials has expanded in recent years with the development of the Brazilian metallurgical industry and the construction of large mills.

For further information, write to Argilas e Minerios Industriais "AREMINA" S.A., Avenida Guapira, Junto ao No. 2.282—Jacana, São Paulo.

British firms seek arrangements, industrial lands available

Diversified industrial group includes materials handling equipment, neon tubes, tractors and dumpers, plastics fabrication, injection molding and engineering products

A materials handling manufacturer in Great Britain offers several investment possibilities and an electric sign producer wants to sell his business.

Licenses are sought for equipment used by contractors, for processing coiled metal strip and for engineering products (2) and welding units. In addition, a town in Scotland seeks new industry.

● Manufacturer of wagon tipplers, wagon hoists, skip hoists, conveyors and cranes seeks U.S. investment.

The following types of participation interest the firm: Either to increase the scope and manufacture of its own products and/or introduce U.S. products, take over the complete works to manufacture U.S. products, or acquire the controlling interest or make an outright purchase of the firm's entire share capital.

Complete details of this opportunity may be obtained from the firm, Henry Lees & Co., Ltd., Park St., Motherwell, Scotland.

● A manufacturer of cold cathode and neon tube signs seeks a buyer for its business.

Details and terms of sale may be obtained by writing to British Signs, Ltd., 68 Derby Rd., Kirkdale, Liverpool 20, England.

● Textile machinery manufacturer wants to diversify. It seeks a license to produce vibrating rollers, diggers, small tractors, and dumpers above 8 cu. yd.

Write to James F. Low & Co., Ltd., Monifieth Foundry, Monifieth, Angus, Scotland.

● Firm engaged in plastics fabrication by high-frequency welding and vacuum forming seeks to diversify.

It is interested in being licensed by a U.S. firm to make products with its existing equipment. This includes high-frequency welding capacity up to 10 kw. and woodworking equipment.

Write Univex Products, Ltd., Grove St., Wantage, Berks, England.

● Manufacturer of light engineering products, plastic injection moldings and extrusions seeks licensing rights from U.S. manufacturers.

Its facilities include press work up to 45 tons, equipment for almost any type of fabrication, injection moldings to a 3-oz. capacity, extrusions, profiles and tubes up to a 2-inch diameter.

Write Metalip Manufacturing Co., Ltd., 17 Old High St., Oxford.

● A license to produce high-quality mechanical products for industrial, marine or mining markets is sought by a manufacturer to utilize its new light or medium engineering facilities.

Write Megator Pumps & Compressors, Ltd., 151 Gower St., London, W.C. 1.

● A designer and manufacturer of machinery for processing and handling coiled metal strip seeks a license to produce machinery to handle coil strip with a weight of more than 5 tons and a width of more than 36 inches.

Write Press Equipment, Ltd., Hunters Vale, Birmingham 19.

● The town council of Kelso, Scotland has suitable land for development with all services available. Special advantages and every assistance will be given to an industrialist prepared to consider a facility here.

Inquiries should be addressed to the Town Clerk, Kelso, Scotland.

Processing of baseballs requested in Haiti

A Haitian businessman in the retail automotive field is interested in a joint arrangement with an American firm to process and finish baseballs.

There is said to be a strong demand in Haiti for this type of operation.

Write to Mr. Claude Duval, 27 Rue des Casernes, Port-au-Prince.

Lightweight writing device can assist handicapped

A license or patent is offered for a Canadian apparatus which permits writing without hands and arms.

Requiring no special fitting, this lightweight, durable device adjusts to any head size and can be easily and comfortably worn.

With the apparatus, it is said that an individual can write and paint with considerable dexterity, merely by slight movements of the head.

Additional information is available from the Office of International Investment, Bureau of International Commerce, Code 1048, U.S. Department of Commerce, Washington 25, D.C.

Southern Israel factories sought

U.S. capital asked for floor tile, toy, cigarette plants

An Israel Government firm, charged with stimulating investment in the developing areas of the country, seeks U.S. equity investment in 3 factories which it proposes to build in southern Israel.

The factories are to produce mechanical toys or thermoplastic floor tiles for the home market and cigarettes primarily for export to African markets.

The firm will consider either majority or minority participation or will actively assist a wholly foreign-owned firm establish the factories. U.S. technical know-how is essential.

The toy factory is expected to cost about $200,000 and to employ about 50 workers. Total cost of the cigarette factory is estimated to be about $500,000. The tile factory should be able to produce about one million square feet yearly.

Interested American firms are invited to write to Argat Industrial Enterprises, Ltd., 75 Nahlat Binyamin St., Tel Aviv.

Japanese, Spanish Mission leads present array of opportunities for varied American companies

Products range from automotive equipment to thermostats and adhesive tape—from food and clothing to chemicals, tools, appliances, wood and plastic products and machinery

Members of the recent U.S. Trade Missions to Japan and Spain interviewed many industrialists who seek technical know-how in the form of licensing or joint-venture arrangements with American firms. Capital is also sought.

Additional Spanish opportunities will appear in forthcoming issues.

JAPAN

234 Women's undergarments

Brassiere manufacturer seeks joint venture with American brassiere firm to obtain technical know-how to develop Japanese market. Wako Co., Ltd., Tamura Bldg., 18, 4-Chome Minami-Honmachi, Higashiku, Osaka.

355 Special industry machinery

Seeks technical collaboration from U.S. firm to manufacture machinery for prefabricating concrete products.

Nisso Steel Mfg. Co., Ltd., Ohtemachi Bldg.-4, 1-Chome Ohtemachi, Chiyoda-ku, Tokyo.

License or joint venture sought to manufacture equipment for purifying air, water, oil and gas for use in industrial plants as well as chemical plant equipment. Imamura Mfg. Co., Ltd., Boeki Kaikan Bldg., 7-Chome, Ginza-Nishi, Chuo-ku, Tokyo.

356 General industrial machinery

Seeks license to manufacture induction heat treatment machines. Welding Division, Osaka Transformer Co., Ltd., Mishima-cho, Osaka.

Joint venture sought to produce infinitely variable speed reducers, hydraulic pumps and couplings or 1- and 2-way clutches. Hanshin Doryoku Kikai K.K., 16 Shikanjima, Motomiya - machi, Konohana - ku, Osaka.

358 Service industry machines

Seeks technical collaboration with U.S. firm to produce refrigerating equipment. Sanno Mfg. Co., Ltd., 19-2 Chome Ohmori, Ohta-ku, Tokyo.

SPAIN

205 Bakery products

Bread factory seeks know-how and capital to manufacture white bread and macaroni. Asociacion Agricola La Paz S.A., Paseo de las Acacias 43, Madrid.

209 Miscellaneous food preparations

Coffee firm seeks specialized coffee company as partner with an investment of $100,000 to modernize facilities and purchase raw coffee. Jesus Val Arnedo, Mola 1, Zarazona.

233 Women's outerwear

Seeks joint venture to produce women's dresses of silk, rayon and synthetics with some cotton. Manufacturas Iborra S.A., Caspo 56, Barcelona.

234 Women's undergarments

Brassiere and girdle firm seeks license to make U.S. undergarments. Lopez-Blanco y Cia., Av. San Jose 47-49, Zaragoza.

239 Miscellaneous textile products

Cotton bag manufacturer seeks joint venture to make industrial bags. Manufactura Algodonera de Saqueria S.A., Osio 13, Barcelona.

243 Wood products

Capital in form of machinery and technical assistance sought by wood products manufacturer to expand business. Peninsular Maderera, S.A., Castellana 78, Madrid.

244 Wooden containers

Manufacturer of wooden cases seeks joint venture with U.S. case maker. Serreria Mecanica, Marques de Elche 13, Valencia.

249 Miscellaneous wood products

Joint venture or license sought by manufacturer of folding rules and measuring tapes to make similar products. Metros, S.A., Isern 96, Mataro, Barcelona.

253 School furniture

Manufacturer of school furniture seeks joint venture with U.S. firm to provide new machinery, capital, technical assistance and new products. Inmade S.A., Jose Antonio 59, Madrid 13.

265 Paperboard containers

Bag manufacturer seeks joint venture to obtain technical know-how for new types of modern packaging. Iberica de Envases S.A., Villanueva 24, Madrid.

281 Industrial and organic chemicals

Large chemical firm seeks joint venture in petrochemical plant to produce hydrocyanic acid for use in plastics manufacture. Will provide $1 million if U.S. firm will invest $500,000. Industrias Quimicas J. Roig Guell, Aptdo. 88, Jaime 1, 33-35, Tarragona.

283 Drugs

Pharmaceutical firm seeks joint venture or license to produce U.S. pharmaceutical and veterinary products. Laboratorios Orzin S.A., Carmen 9, Madrid.

Seeks license for pharmaceutical and veterinary products. Fabrica de Productos

Quimicos Farmaceuticos Abello S.A., Vinaroz 15, Madrid.

Pharmaceutical firm seeks reciprocal licensing arrangements and investment from U.S. pharmaceutical lab. Laboratorios Castillon, S.A., Modesto la Fuente 26, Madrid.

307 Plastics products

Plastic doll manufacturer seeks licenses to make U.S. plastic dolls and other lines to fill seasonal lull in doll production such as plastic toys or beach and sport items. Novo-Gama S.A., San German 5, Barcelona.

Manufacturer of plastics products seeks license to make plastic-covered cloth. Industrias Plasticas Trilla, Napoles 352, Barcelona.

339 Primary metal industries

Manufacturer of iron and steel powders and sinterized parts seeks capital to carry out new business. Polvos Metalicos S.A., Mondragón (Guipúzcoa).

342 Hand tools

Seeks know-how to improve its chucks and pneumatic drills. Neumac S.A., Utrillas 10, Zaragoza.

348 Fabricated wire products

Industrial chain manufacturer seeks capital to modernize plant. Benito Jofre S.A., Hermanos Miralles 49, Madrid.

351 Engines and turbines

Manufacturer of small gasoline motors seeks joint venture to expand operation. Hispano Villiers S.A., Paseo de Valldaura, Barcelona.

352 Farm machinery

Harvesting machinery manufacturer seeks technical know-how to improve production. Industrias Juan Busquets Crusat S.A., Carretera de Alcolea del Pinar, Tarragona.

Farm machinery firm seeks joint venture with similar U.S. firm. Amodo S.A., Camino Torrecillas 37, Zaragoza.

Manufacturer of farm implements seeks joint venture with U.S. implement firm. Pedro Cabeza, D. Jaime I, No. 31, Zaragoza.

353 Construction machinery

Large construction company seeks license to produce machinery such as shovels, cranes and rollers. Agroman Empresa Constructora S.A., Plaza de Tirso de Molina 5, Madrid.

Manufacturer of public works equipment seeks joint venture or license to produce all types of earthmoving equipment and construction machinery. Kynos S.A., Plaza de Alonso Martinez 6, Madrid.

354 Metalworking equipment

Metal forming machinery manufacturer seeks joint venture to make similar equipment. Francisco Bernaldo, Balmes 183, Barcelona.

Producer of 20-inch stroke metal shaping machines wants to make U.S. machines of 30-inch stroke under license. Talleres Union Mecanica S.A., Camino de las Fuentes 7, Zaragoza.

355 Special industry machinery

Woodworking machinery manufacturer seeks joint venture with U.S. manufacturer of similar equipment. Construcciones Menna Claramant, Paseo de la Castellana 60, Madrid.

Inventor of vulcanizing presses which molds, vulcanizes and attaches a complete sole and heel to a pair of shoes seeks joint venture to expand machinery production. Claims to have sold machines all over world. Gonzalo Mediano Capdevila, Pasaje Gayola 12-16 (Paseo de San Juan 98), Barcelona.

356, 363 General industrial equipment, appliances

Manufacturer of small electrical motors seeks licenses to produce fans, blowers, air conditioners and carpet sweepers. Numax S.A., Balmes 310-313, Barcelona.

358 Service industry machines

Cold-storage plant seeks license or joint venture to make cold-storage and refrigeration equipment. Frigorificos Valencia S.A., Alberique 25, Valencia.

359 Miscellaneous machinery

Piston ring manufacturer seeks license to produce U.S. piston rings and liners. Fundiciones Industriales S.A., Calle Diputacion 244, Barcelona.

361 Electric transmission, distribution equipment

Manufacturer of electric switches, fuse boxes and condensers wants to expand business. Seeks U.S. firm which would provide more efficient production and know-how its current products. Construcciones Electricas Levante S.A., Platanos 19-25, Valencia.

363 Household appliances

Refrigerator and washing machine manufacturer wants license or joint venture to produce U.S. domestic refrigerators. Industrias Flay S.A., Salamanca 5, Zaragoza.

371 Motor vehicle equipment

License for well-known brand of brake linings and disk gears sought by manufacturer of brake linings, disks and other parts. Dajap, Andres Torrejon 5, Madrid.

Manufacturer of automotive spare parts seeks license agreement to make spare parts and component parts for motor vehicles. Industrias Lafuente S.A., Prolongacion C. de las Fuentes, Zaragoza.

Manufacturer of ignition coils, condensers and contact points seeks know-how and capital from U.S. firm to modernize and expand operation. Productos Magno S.A., Pere Serafi 24, Barcelona.

License to produce car heaters, air and oil filters and other car accessories sought by manufacturer of stamping and screw machine products. Laguna de Rins S.A., Av. de la Jota, Zaragoza.

382 Measuring instruments

Electrical products and controls manufacturer seeks license to make thermostatic controls. Thermo-Electro S.A., Alfonso Gomez 8, Madrid.

384 Medical supplies

Manufacturer of gummed paper and adhesive tape wants joint venture to produce adhesive tapes and bandages. Cirici Hermanos S. en S., Napoles 107, Barcelona.

Argentine auto dealer asks funds to expand

Expansion capital is sought by an Argentine automotive firm.

This 5-year old firm buys and sells used automobiles, motor scooters and motor cycles. It also sells domestic and imported automotive parts and accessories.

Additional capital is wanted for expansion purposes and to permit direct importation of new and used automotive accessories.

American investors should write to Mr. M. Konigsberg, Hindu S.R.L., Avenida San Juan 2812-14, Buenos Aires.

Pharmaceutical specialty plant proposed in Nigeria

A Nigerian importer of pharmaceuticals is looking for a partner to help establish a joint operation for a penicillin filling plant and tableting and ampoule line installations.

The firm imports its pharmaceuticals from Europe and has a moderate sized distribution system which covers Nigeria's three regions.

Interested American investors should contact Mr. G. E. Unadike, P.O. Box 793, Aba, Nigeria.

Toy manufacturer asks new designs

Philippine manufacturing firm seeks license arrangement

Expansion of its toy operations in the Philippines through association with an established American toy manufacturer is proposed by H. G. Henares & Sons and its affiliated companies.

Under the proposed licensing arrangement, the American firm would provide designs for the manufacture of its line in the Philippines.

Market plans

The assembled toys would be returned to the licensor for distribution on the American market. Henares would reserve the option to market any surplus production on the Philippine and other markets. A good market potential reportedly exists in Southeast Asia.

Supplemental details are available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Interested American toy manufacturers also are invited to write to H. G. Henares & Sons, 2511 Aurora, Pasay City, Philippines.

Plywood, battery, electrical item manufacture asked

Indonesian firms seek licenses, equipment, technical know-how

Licenses to produce electrical equipment and batteries and possibly a production-sharing arrangement in a plywood and veneer plant are sought by 2 Indonesian firms.

● A well qualified technical organization in Indonesia is interested in a licensing arrangement to manufacture dry-cell, automotive and nickel-iron batteries.

It also seeks a license to produce low-voltage electrical distribution equipment for household use. This would include panels, switches, and socket and lamp fixtures.

Additional information may be obtained by writing to Teknik Umum P.T., 86 Djalan K.H. Wahid Hasjim, Djakarta.

Production sharing

● An importer-distributor is seeking a U.S. connection to supply veneer and plywood manufacturing equipment and technical assistance, and to purchase the plant's output.

The arrangement might be worked out on the production-sharing basis described on pages 6 and 7 of the November 5 issue of INTERNATIONAL COMMERCE.

Write to Mamlukat Co., Ltd., 10 Pintu Besar Utara, Djakarta.

Plastic, ceramic licenses asked by German companies

Two German firms want to produce plastic, ceramic and Bakelite items.

● A plastics manufacturer that manufactures electrical household and kitchen appliances and other extruded and injection-molded plastic products seeks a license from a U.S. manufacturer of similar or new plastics products.

Write to Albert Stulz, Holsteiner Chaussee 283, Hamburg-Miendorf.

● A manufacturer seeks a licensing agreement with a U.S. producer of patented ceramics and/or Bakelite articles of simple shape such as containers, panels or boxes.

Write to Erwin Pfeil, Blumenstrasse 20, Backnang/Wuerttemberg.

Greek cotton yarn mill gets $3 million Eximbank loan

The Export-Import Bank has authorized a $3 million loan to the Hellenic Cotton Industry Company, Inc., of Athens, Greece, to purchase equipment for a new cotton yarn mill in the U.S. The mill will be located at Patras, about 120 miles from Athens.

Construction plans call for purchases of U.S.-built carding machines, drawing frames, doublers, combers, roving frames, and 108 spinning frames with 36,000 spindles. Most of the equipment has already been contracted for by various U.S. textile machinery manufacturers.

Total cost of the mill is set at $5.8 million, and it is expected to be in operation within 20 months.

The cotton industry has assumed a key role in the Greek economy and the new mill is expected to assist materially.

Textile, cigarette output wanted by 2 Belgian firms

Two Belgian firms want joint-venture or licensing arrangements with U.S. firms in textiles or cigarette manufacturing.

● A textile firm engaged in cotton spinning seeks a joint venture with a U.S. firm. It would like capital, specialized machinery and/or patents and know-how, other than for cotton, in order to expand its operations. The U.S. firm would participate up to 50% in the new venture.

Write to S.A. Cotonniere de Moen, N.V., 252 rue Royale, Brussels.

● A tobacco manufacturer seeks a licensing arrangement with a U.S. firm to produce cigarettes. The firm now processes tobacco for pipes and cigarettes.

Write to Manufacture de Tabacs "Le Dragon" S.A., 15 rue du Touquet, Blandain, Belgium.

French machinery producer requests assistance, other firms offer or seek license opportunities

Electronic instruments and components, farm equipment, rotary motors, heavy-duty lightning arresters, isothermic panels or equipment for trailers, cooling rooms and containers

Technical and financial assistance are sought to produce farm and other machinery, another French manufacturer of electromechanical and electronic instruments seeks licenses for related products, an electric rotary machine producer seeks license for special machines, and a manufacturer offers licenses for the U.S. production of lightning arresters and isothermic panels for trucks.

● A manufacturer of agricultural machinery and washing machines seeks financial and technical participation from an American manufacturer of agricultural or other equipment.

Write to Ets. Querry & Fils, Faveroy-par-Delle, Territoire de Belfort.

● A producer of electromechanical and electronic instruments and components seeks licensing arrangements for several products related to its present line.

Write to Ets. Elveco, 21/29, rue Jean-Jacques Rousseau, Montreuil (Seine).

● A manufacturer of synchronous alternators and motors up to 10,000 kv.-a. at 250 to 300 r.p.m. and asynchronous motors of medium and large capacities seeks a license to make special electric rotary machines. It is interested in machines between 100 and 10,000 kv.-a.

The firm would also consider a capital investment and/or association with a medium-size U.S. firm in a related field.

Write to Soc. Gramme, 200 rue de Paris, Pantin (Seine).

Licenses offered

An established company seeks to license an American firm to produce its patented equipment in the U.S.

One line consists of lightning arresters of the station, heavy-duty distribution and medium-duty types.

The other involves assembly and utilization of premanufactured sections of sandwich panels consisting of isothermic units or equipment as are used in refrigerator cars and lorries, trucks and trailers. Additionally involved are cooling room and isothermic containers and prefabricated isothermal yard habitations for tropical countries.

This firm, a prominent industrial establishment, is located in southwest France where it owns and operates a well-equipped plant with adjacent installations covering a total of 1.8 million square feet of which 430,400 are sheltered. The company employs 700 persons.

For further information write to the Office of International Investment, Code 1002, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Australia invites bids for highway bridge

Australia is inviting bids for 2 contracts in connection with construction of a highway bridge, a steel and reinforced concrete structure 2,915 ft. long comprising 33 fixed spans and 1 vertical lift span to be constructed over the Clarence River at Harwood.

The contracts are as follows:

Contract 1: Manufacture, supply, and delivery of metal work, machinery and electrical equipment, and installation and testing in place of electrical equipment.

Contract 2: Construction of piers, abutments, and deck and erection of metal work in superstructure and final completion.

Bids from prequalified firms should reach the Department of Main Roads, 309 Castlereagh St., Sydney, N.S.W., before Mar. 26.

Prospective bidders not already prequalified should submit as soon as possible information on their financial and technical resources and previous contracts executed to the above authority

A copy of the plans and specifications for each contract is available for review in Room 4317, Department of Commerce, Washington 25, D.C.

Video tape recorder bids wanted by Iraq

Iraq is requesting tenders for the supply of 2 video tape recorders and accessories to the Directorate General of Radio Broadcasting & Television, Baghdad.

Tender 55/62, closing date Mar. 10, must be written in Arabic or Arabic and English.

The video tape recorders should be 4 head, transverse equipment capable of meeting C.C.I.R. and S.M.P.T.E. standards, switchable between 625/50 and 525/60 systems, operating on 220 v., 50 c., single ph. current.

Complete specifications and terms may be secured from the Secretary, Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $14 (5 dinars) plus $.70 airmail.

Specifications and bidding instructions are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2334).

India invites tenders on geophysical equipment

Tenders are being invited for instruments and equipment to be used for the geological survey of India, including, but not limited to, various types of magnetometers, tachymeters, surveyors' levels, electronic timing unit, and other accessories and parts.

Bid deadline is Jan. 22.

Tender forms, including specifications, may be obtained from the India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Requests should cite tender enquiry SE-542/REIN.

Copies of the tender are also available on loan to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone: WOrth 7-2312).

United Arab Republic seeks mobile telephone equipment

The Ministry of the Interior, U.A.R., is requesting tenders for supplying fixed and mobile HF SSB radio telephone equipment for use in the Kharge Oasis wireless station and in cars of the Ministry of the Interior.

Required are one 100 watt fixed station (with complete duplication except for aerial for standby) and three 50 watt mobile units, operating in the 2-15 mc. range with selective signaling.

Tenders should be submitted to the Commercial Office, U.A.R. Embassy, 2215 Wyoming Ave., NW., Washington 8, D.C., before the end of Jan. 1963.

Technical specifications are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone WOrth-7-2334).

Norway requests tenders on garbage collection trucks

The Sanitation Department of Oslo, Norway, is inviting offers for modern garbage collection trucks to replace its 100 old trucks within the next few years.

Offers should include information on prices c.i.f. Oslo, time of delivery, number of trucks previously sold and to which cities, and also photographs showing the trucks in action, and should be addressed to Knut Kran, Managing Director, Renholdsverket, Oslo Kommune, 11 Nycoveien, Oslo.

Although no time limit has been specified, bids should be submitted as soon as possible.

Radio communication equipment bids wanted for Thailand

The Department of Transport, Government of Thailand, Rajadamnoen Ave., Bangkok, is inviting bids for the supply of 4 single side band radio transmitters (60/100 w., 3 to 15 mc.) and 4 SSB radio communications receivers, together with accessories and spare parts.

Bid deadline under tender 10/2506 is Feb. 4.

Copies of the specifications are available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

ITALIAN-MEXICAN TRADE

A sharp expansion in trade between Italy and Mexico was forecast at Mexico City by Foreign Trade Minister Luigi Preti. Italy will increase her export of machinery and equipment, while expanding her procurement in Mexico of tobacco, cotton, minerals, and bast fibers.

Aeronaval plant construction bids sought by Argentina

The Navy Department of the Government of Argentina is calling for bids for construction of an aeronaval plant at Comandante Espora, an Argentine naval base.

Official estimated value of the project is 205,238,975 pesos, or about $1,300,000 at the current rate of exchange.

Bidding conditions and specifications may be obtained for $21 (3,000 pesos) a set from the following address: Secretaria de Marina, Direccion Instalaciones Fijas Navales, Av. E. Madero 351, Buenos Aires, Argentina.

Bid deadline is Feb. 5.

Copies, in Spanish, of the specifications, conditions, bills of material, and blueprints, too bulky for reproduction or mailing, are available for reference in the Building Materials & Construction Industries Division, Room 4002, Department of Commerce, Washington 25, D.C.

Greek NATO construction project opens for bidding by U.S. firms

A construction project in Greece, estimated cost $5.8 million, has been opened to U.S. bidders under the NATO international competitive bidding procedure.

The work, located at Souda Bay, Crete, includes construction of buildings; electrical, heating, and plumbing installations; roads and hardstands; water supply and sewage systems; electrical network; and fencing.

All work is to be performed under a single contract and completed within 15 months from contract signing.

Interested firms eligible to participate in NATO classified bidding should express their interest by Jan. 31 to the Ministry of National Defense, General Air Staff, Directorate of Public Works, 9 Lycurgus St., Athens, enclosing information on their qualifications.

Firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff as described in a brochure on the NATO international competitive bidding program available from the staff office.

Weather surveillance radar bids wanted by New Zealand

The Air Secretary, Air Department Civil Aviation Administration, Wellington, New Zealand, is calling for tenders to supply one weather surveillance radar for the Meteorological Office at Auckland.

The equipment may operate in either the 5,250-5,650 mc. or 9,000-9,800 mc. band and function satisfactorily in wind gusts to 60 knots.

Tenders, marked tender CAQ 205/62 (ref. 72/7/9), must be in the office of the Stores Manager, Civil Aviation Administration, Wellington, C.1, by noon Feb. 11.

Copies of the specifications are available on a short term loan basis from the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone WO-7-2334).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crop Farm Products

Italy

Raw cotton, 4,000 bales of about 220 kg. (485 lb.) each. Cotonificio Goriziano S.p.A. (cotton spinning mill), Via S. Michele 315 or P.O. Box 138, Gorizia. WTD 12/6/62.

Spain

★★ Corn for making cornstarch, about 100 tons per year. Casa G. Freitag, Alameda 40 (Jativa), Valencia. I.R.-415.

012 Fruit

Ireland

Fresh fruits, such as citrus fruits, apples, pears. Direct purchase and agency. C. H. Patrick, M.I.A.A. (commission merchant), Corp. Fruit Market, Dublin. WTD 12/10/62.

Netherlands

Citrus fruit, fresh apples, pears. Direct purchase and agency. N.V. "Solbandera" Valencia Sinaasappelen Import Mij. (importer, exporter, transit trader, agent), 695 Weena, Rotterdam 4.

Fresh fruit, apples, pears. Firma H. Kruidenier Hzn. C.V. (importer, exporter, transit trader), 140a Zuidhoek, Rotterdam 21.

Oranges; grapefruit; Calif., Fla. lemons; apples, pears. Firma Adolf van den Berg & Zoon (importer, transit trader, exporter), "City House," 85 Kruiskade, Rotterdam 2.

Citrus fruit, apples, pears. Direct purchase and agency. N.V. International Fruit Co. (importer, exporter, wholesaler, transit trader, agent), 81 Rechter Rottekade, Rotterdam 1.

Fresh fruit, including oranges, grapefruit, lemons, apples, pears, tangerines. P. van Hoeckel & Co. N.V. (importer, exporter), P.O. Box 757 or 91b Schiekade, Rotterdam 4.

013 Livestock Farm Products

Greece

★★ Large poultry grower, processor seeks additional 45,000 egg chickens, interested in contacting U.S. poultry farms. V.I.O.M., O.E. (in Greek B.I.O.M.). Compound Feeds, Megara, Greece. WTD 8/19/59. I.R.-319.

019 Miscellaneous Commercial Farm Products

Norway

Vegetable, flower seeds for commercial, noncommercial growing in open air, hot house cultures. Direct purchase and agency. Halvdan Nielsen A/S (importing wholesaler, manufacturer's agent), 8 Ryensvingen, Manglerud, Oslo. WTD 11/16/62.

072 Animal Husbandry Services

Spain

★★ Baby chicks for broilers, best quality. Avidesa, Alcira, Valencia. I.R.-495.

149 Miscellaneous Nonmetallic Minerals

Japan

Precious, semiprecious stones, such as amethyst, emerald; rock crystal for industrial use. Direct purchase and agency. Chiyoda Trading Co., Ltd. (Chiyoda Boeki K. K.) (import-export trading co.), 748 Setagaya 4-chome, Setagaya-ku, Tokyo. WTD 12/10/62.

200 Food

Germany

Canned meat, fish, fruit, vegetables, all other types of food in retail packs; offers assistance in designing types of pack, labels to conform with German market requirements. Exclusive distributorship on either commission basis or direct purchase for West Germany. F. Woldemar G.m.b.H. (canner, importer, exporter), P.O. Box 132 or 16 Hansastr., Emden.

Mozambique

Canned fruit, jams, vegetables; sweets, drops, biscuits, samolina; groceries; yeast (hops). Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

Netherlands

Bitter, sweet apricot kernels; egg products including albumen, dried whole egg, dried egg yolk, liquid yolks, frozen egg products. Direct purchase and agency. Holland-China Handelscompagnie N.V. (wholesaler, transit trader, agent), P.O. Box 488 or 37 Westerstraat, Rotterdam 2. WTD 4/4/62 on parent company N.V. Internationale Credieten Handelsvereniging "Rotterdam."

Norway

Diabetic foods, juices, candies; full line of packaged spices. Jensen & Co. og P. M. Jensen A/S (importing wholesaler), 5a-b Torvgt., Oslo. WTD 11/20/62.

Spain

★★ Complete dietetic line. Agency. Dietisa S.A., Hermano Julio 43, Badalona (Barcelona). NCIA. I.R.-458.

★★ General food products. Jose Buitrago Lopez, Plaza Santa Catalina 1, Murcia. NCIA. I.R.-397.

★★ Canned, bottled items. Vda. Mateo Rodriguez S.A., Almacenes Industriales 22, Oviedo. I.R.-551.

★★ Interested in securing foodstuff products to represent on commission basis, especially canned corned beef, luncheon meat, powdered milk in bulk, milk evaporated in cans, instant coffee in cans, instant tea, gelatine desserts. C. A. Krallis, 4 Zinonos St., Athens. I.R.-276

★★ General foodstuff. Agency. Apikiaki Patras, 14, Pantanassis, Patras. I.R.-273.

Venezuela

Food in general, particularly fresh, dry fruits, cheeses, dried provisions; request replies in Spanish. Direct purchase and commission agency. Frigorifico Argentino

Fuad Yapur (importing distributor), Aptdo. 8540 or Mercado de Coche, Caracas. WTD 11/29/62.

201 Meat Products

Greece

★★ Luncheon meats, hams, shoulders, frankfurters, sausage, cocktail sausages, liver paste. Agency. John P. Pavlidis, 29 Navarinou St., Piraeus. I.R.-285

★★ Frozen poultry. Agency. Valtazanos Bros. & Co., 28 Nikis St., Athens. I.R.-212.

Spain

★★ Frozen chickens. Distribuidora General Z, Pamplona, (Navarra). I.R.-562.

202 Dairy Products

Greece

★★ Skim milk powder. Agency. Pan E. Panayotou, Evep Bldg., Piraeus. I.R.-261.★

Italy

★★ Agency for specialized products for cheese, dairy industry, additives, bleaching agents. IN.DA.CO (International Dairy Corp.), Via San Francisco d'Assisi 27, Turin. I.R.-389.

★★ Powdered milk, butter, dairy products. Rappelli Mario, Via San Francisco d'Assisi 27, Turin. I.R.-388.

Spain

★★ Cheese, butter, dried milk. Agency. Jose Pibernat, Reina Cristina 5, Barcelona. I.R.-273.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Potato flakes, mashed potato powder; requests replies from manufacturers only. Arnold Koechling oHG (importer, wholesaler, exporter), Postfach 986, 5 Koeln 1. WTD 11/26/62.

Italy

★★ Canned fruit juice. SALPO S.p.A., Via Mecenate, 76, Milan. NCIA. I.R.-303.

Netherlands

Dried, canned fruit; canned fish. A. de Schaap N.V. (importer, exporter, wholesaler), 38 Swammerdamstraat, Amsterdam.

Dried, canned fruit; edible nuts. Direct purchase and agency. A. Klaver & Zonen N.V. (importer, exporter, transit trader), P.O. Box 90 or 3 Kraspolderweg, Alkmaar.

Canned fruit, vegetables. Direct purchase and agency. N.V. International Fruit Co. (importer, exporter, wholesaler, transit trader, agent), 81 Rechter Rottekade, Rotterdam 1.

Spain

★★ Dried fruit, beans, canned pineapple. Agency. Jose Pibernat, Reina Cristina 5, Barcelona. I.R.-273.

★★ Canned foodstuffs. Distributor. Mira Y Plana, Via Layetana 4, Barcelona 3. I.R.-374.

★★ Canned foodstuffs, vegetables. Agency. Manuel Carmona Salinas, Quintana 27, Sevilla. I.R.-468.

★★ Large food processor seeks canned fruit, vegetable line to supplement own lines. Conservas Garavilla S.A., Aptdo. 12, Bermeo (Vizcaya).

★★ Canned soups, meats, vegetables. Agency. Rafael Martinez Fernandez, Calvo Sotelo 10, Coria Del Rio, Sevilla. NCIA. I.R.-628.

★★ Several canned foods. Agency. Rexna S.L., Principe 5, Bilbao. I.R.-557.

Venezuela

Fresh, dry fruits; requests replies in Spanish. Direct purchase and agency. Curbels y Barrios (importing distributor), Mercado de Coche, Caracas. WTD 11/29/62.

204 Grain Mill Products

Germany

Vitamin, antibiotic feedstuff admixtures, especially for calves. Direct purchase and exclusive agency. Georg Sattelmacher & Co. (importing distributor), Schnackenburgallee 180, Hamburg-Eidelstedt.

Greece

★★ Animal feeds. Agency. Platon B. Moussaios, 209 I, Drossopoulou Str. Athens, 806. I.R.-303.

Malaya

Feed additives or feed premixes containing vitamins, antibiotics, microminerals; packed in 50 lb. multiwall paper bags. Zephyr Chemical Feedstuffs, Ltd. (manufacturer), Lot 4, Jalan Kilang, 215 Petaling Jaya, Selangor. WTD 5/24/62.

Spain

★★ Cereals, barley, meat flour, fish flour, soybean flour, dried vegetables. Import agent. Camilo Candela Pascual, Pl. San Jaime 2, Barcelona. NCIA. I.R.-448.

★★ Cereals, barley, meat flour, fish flour, soybean flour, dried vegetables. Import agent. Jaime Rigol, Av. J.A. Primo de Rivera 657, Barcelona. NCIA. I.R.-428.

★★ Chicken feeds. Distribuidora General Z, Pamploma (Navarra). I.R.-562.

★★ Grain, feed agent seeks exclusive agency with U.S. grain, feed companies. Francisco Pablos Perez, Goles 42, Sevilla. I.R.-636.

★★ Animal feeds of all types. Empresa Besaya S.A., Plaza Principe 1, Santander. I.R.-773.

★★ Bonemeal manufacturer desires to affiliate with U.S. feed firm compounding complete line of cattle feed for sale in Spain. Industrias Quintana S.L., Portal de Arriaga 21, Vitoria. I.R.-687.

★★ Animal feed. Agency. Eusebio Muguerza Zubieta, Aoiz 12, Pamplona. I.R.-548.

209 Miscellaneous Food Preparations, Related Products

Greece

★★ Industrial tallow, grades fancy No. 1, prime. Agency. Platon B. Moussaios, 209 I, Drossopoulou Str., Athens, 806. I.R.-303.

★★ Soybean oil. Agency. John P. Pavlidis, 29 Navarinou St., Piraeus. I.R.-286.

Italy

★★ Food additives, preserving substances, INTERSCAMBI Esportazioni-Importazioni, Via del Lauro, 1, Milan. I.R.-345.

Malaya

Soybean oil meal, 45-50% protein content feed grade; 50 metric tons monthly, packed in gunny bags. Zephyr Chemical Feedstuffs, Ltd. (manufacturer), Lot 4, Jalan Kilang, 215 Petaling Jaya, Selangor. WTD 5/24/62.

Pakistan

Tallow, coconut oil. Direct purchase and agency. Darbar Soap Works (importer, wholesaler), Asylum Rd., behind Idgah Maidan, Karachi 1.

Spain

★★ Vegetable oils. Agency. Jose Luis Flo De Azcue, Pasaje Maluguer 2, Barcelona. NCIA. I.R.-455.

★★ Fats, oils. Juan Otero Mayals, Garcia de Vinuesa 30, Sevilla. I.R.-348.

★★ Mixed feed base components such as soybeans, fish meal, blood and meat meal, powdered milk. Avidesa, Alcira (Valencia). I.R.-495.

220 Textile Mill Products

Afghanistan

Upholstery materials, floor coverings; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

Australia

Fine counts cotton yarn, long staple cotton; fancy (printed) sheeting. Nile Industries Pty., Ltd. (importer, manufacturer), 125 York St., Sydney. WTD 11/7/62.

Denmark

All kinds of piece goods for windbreakers, weatherproof topcoats, such as manmade fabrics, manmade and cotton blends, manmade fabrics laminated with foam rubber, linings, novelty fabrics for sportswear. Busch-Knudsen (importer, wholesaler, manufacturer), 41 Skelbaekvej, Risskov. WTD 3/19/62.

Germany

Manmade fiber fabrics, fabrics composed of 2 or more different fibers. Direct purchase and agency. Hirsch & Grein oHG (wholesaler, importer, agent), 30 Romanstr, Muenchen. WTD 12/13/62.

Greece

★★ Wool, cotton, synthetic materials for manufacture of women's wear. J. C. Caloussis, Vas. Irakliou Str., Thessaloniki. I.R.-314.

★★ Wool, cotton, synthetic materials woven, knitted. Agency. Gilbert Nahmias, 48 Hermes St., Athens. I.R.-291.

Netherlands

All types of fabrics for men's sport shirts; prices between $.30-$.50 per yd., width approx. 36". Movera Overhemden Industrie (importer), 180 Groningerstraat, Assen. WTD 11/28/62.

South Africa

Textiles for manufacture of household linens, particularly sheeting, bedspread materials, and table cloth materials, especially damask. Textilinen Manufacturing Co. (Pty.) Ltd. (manufacturer), P.O. Box 2481 or Trent House, 151 Umbilo Road, Durban, Natal.

Spain

★★ Textile wastes. Rafael Insa Latorre, Quintana 3, Alcoy (Alicante). I.R.-399.

★★ Textile wastes. Jacob Anidjar, Ronda San Pedro 3, Barcelona. NCIA. I.R.-446.

★★ Textile wastes. Manuel Garcia Sandemetrio, Paiporta 34, Catarroja (Valencia). I.R.-414.

★★ Several textile products. Agency. Manuel Ortiz Rodriguez, Bejar 4, Sevilla. NCIA. I.R.-604.

★★ Textile engineer seeks complete line of textiles on agency basis. Manuel Maqueda, Manuel Sivrot 3, Sevilla. I.R.-653.

★★ Several textile products. Agency. Fernando Flores, Cereza 13, Sevilla. NCIA. I.R.-612.

221 Broad Woven Fabric Mill Products, Cotton

Ceylon

● Cotton drill, khaki, 200,000 lineal yd., weight 7½ oz. per yd.; cotton drill. olive green, 150,000 lineal yd., weight 7½ oz. per yd. Bid deadline Feb. 19. Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo.★ (WO 2-4294.)

France

Book cloth; requests replies in French. Direct purchase and agency. Rouquet & Gendres (sales agent, importer), 4 rue Bonnet, Clichy (Seine).

Greece

★★ All types of fabrics suitable for manufacture of gloves. Theodore Hous, 4 Panagi Skouze, Athens 123. I.R.-208.

South Africa

Silk, manmade textiles suitable for manufacture of men's neckwear. Sasru (Pty.), Ltd. (manufacturer), 317/19 Protea House, 332 West St. or P.O. Box 2786, Durban.

224 Narrow Fabrics, Other Smallwares Mill Products

Italy

★★ Inexpensive nylon fabrics suitable for doll making. Ratti & Vallenzasca, Arona, Novara. I.R.-387.

228 Yarn, Thread Mill Products

Mozambique

Cotton yarn fishing thread. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

Spain

★★ Regular yarn, Nos. 6 and 66; also rubber yarn, synthetic rubber yarn. Gabriel Luria, Napole 178, Barcelona. NCIA. I.R.-445.

229 Miscellaneous Textile Goods

Greece

★★ Synthetic fibers, nylon yarns, textile fiber wastes. Agency. Myriotis Bros., Strait, Athens. I.R.-216.★

Sudan

● Wool waste, 30 metric tons, high quality suitable for packing, lubrication of railway rolling stock axle boxes. Bid deadline Jan. 30. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James', London S.W.1, England.★ (WO 2-4294.)

Venezuela

Waterproof canvas for manufacture of awnings. Persianas La Nacional C.A. (manufacturer), Crucecita a Porvenir, Edif. Trinidad, Caracas. WTD 11/15/62.

230 Apparel

England

Sports clothing for sailing, skiing, swimming, beach wear. Direct purchase and agency. Offshore (Sailing), Ltd. (manufacturer, importer, wholesaler, retailer, exporter), Salcombe, Devon. WTD 12/13/62.

France

Clothing, work, sports, street wear, such as chino-blend summer pants; western-type trousers; casual slacks; long or short sleeve shirts; waist-length jackets; unlined jackets for work, sports; cardigans; Eisenhower jackets, related articles. Direct purchase and agency. Palais des Sports (retailer), 92 Cours d'Alsace-et-Lorraine, Bordeaux, Gironde.

233 Women's, Misses', Juniors' Outerwear

Italy

★★ Manufacturer of quality line maternity clothes with 10 retail stores seeks similar U.S. items in medium-price range to round out his line. Europa Industria Confezioni S.p.A., Via Capograsso, Latina (Rome). I.R.-247.

234 Women's, Misses', Children's, Infants' Undergarments

Bahrain

Ladies' underwear, accessories, especially brassieres, girdles. Forooghi Bros. (importer, retailer, wholesaler, exporter), P.O. Box 56, Bahrain. WTD 6/10/62.

Greece

★★ Undergarments. Exclusive agency. E. Pournara & Sons, 13 Fokionos, Athens. I.R.-243.

236 Girls', Children's, Infants' Outerwear

Italy

★★ Manufacturer of quality line of children's clothing with 10 retail stores seeks similar U.S. items in medium priced range to round out his line. Europa Industria Confezioni S.P.A., Via Gapograsso, Latina (Rome). I.R.-247.

239 Miscellaneous Fabricated Textile Products

Germany

Sheets of striped satin, damask, 140 cm. and 160 cm. wide; quilt covers 140/410, 160/410 cm.; linen pillow cases (plain cotton cloth of linen appearance) 80 x 80 cm. Oldenburger Spinnstoff-Gesellschaft mbH (importer, wholesaler), 25/27 Kaiserstr., Oldenburg (Oldb.). WTD 9/6/62.

Mozambique

Fishing nets. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

240 Lumber, Wood Products

Jamaica

Building materials, principally timber products, such as hardboard, chipboard, plywood; best quality desired. Suppliers, Ltd. (importer, wholesaler, retailer), 107 Maxfield Ave., Kingston. WTD 11/26/62.

241 Logging Camp & Products

Japan

Black walnut logs. Direct purchase and agency. Chiyoda Trading Co., Ltd. (Chiyoda Boeki K.K.) (import-export trading co.), 748 Setagaya 4-chome, Setagaya-ku, Tokyo. WTD 12/10/62.

242 Sawmill, Planing Mill Products

Italy

Douglas fir, yellow pine (special Genoa prime) lumber; thickness 2"-4", min. width 8"; requests price quotations c.i.f. Italina port. Vincenzo Scannapieco (importer, dealer), Via Tiburtina 872, Rome.

★★ Chestnut, Virginia chestnut, redwood lumber. Felca Fabbrica Emiliana Legnami Compensati Affini S.R.L., Poviglio (Reggio Emilia). I.R.-291.

★★ Hemlock, Douglas fir, pitch pine lumber. Ferruccio Amati & Fratello-S.p.a., Via Crispi, 1, Bergamo. I.R.-323.

★★ Douglas fir, hemlock lumber, direct from mill. I L A, Piazza Matteotti, 20, Bergamo. I.R.-367.

Spain

★★ Hardwood lumber. Agency. Compania Espanola De Comercio Y Compensacion S.L. NCIA. I.R.-435.

★★ All types of lumber, particularly hard woods. Agency. Emilio Rodriguez Gonzalez, Diputacion 239, Barcelona. NCIA. I.R.-441.

★★ Special woods for manufacturing television cabinets, other furniture. Electrodomesticos Reunidos S.A. (Ersa), Canarias 10, Madrid. I.R.-526.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Luxembourg

Structural units, such as prefabricated window frames, office partitions, loading ramps. Direct purchase and agency. Abico S.a.r.l. (importer, agent), 76 rue d'Anvers, Luxembourg. WTD 12/62.

Netherlands

Building materials. Direct purchase and agency. N.V. Inverbo (importer, sales agent), 6 Leidsegracht, Amsterdam (C).

Spain

★★ Several lumber products on distributor basis sought by lumber firm. Arana-Maderas S.A., Aptdo. 137, Bilbao. I.R.-685.

244 Wooden Containers

Spain

★★ Staves, headings. Hijos De Lantero S.A., Serrano 134, Madrid. WTD 11/21/62. I.R.-304.

249 Miscellaneous Wood Products

Spain

★★ Shotgun handles made of oak wanted by arms manufacturer. Armas Marixa, Isasi 20 Eibar. I.R.-750.

251 Household Furniture

Italy

★★ Beds, mattresses, chairs for children's summer camps. Secco Giuseppe, Via Vertoiba 4, Milan. I.R.-289.

Spain

★★ Household furniture. Agency. Vicent-Miquel, Baron de Carcer 48, Valencia. NCIA. I.R.-312.

★★ Full range of U.S.-made household furniture wanted to supplement lines of furniture manufacturer. Casa Y Jardin S.L. & Darro, S.A., Padilla 21, Madrid. I.R.-530.★

★★ Sofabeds. Distributor leading to possible license or joint venture. Muebles Practy, San Bernardo 38, Madrid. I.R.-302.★

252 Office Furniture

Italy

★★ Sales organization seeks U.S. line of office furniture and supplies; SKEMA, Via IV Novembre, 9, Paderno Dugnano (Milan). I.R.-307.

Spain

★★ Office furniture such as desks, draftsmen's tables. Migrap, Rambla Cataluna 112, Barcelona. I.R.-279.

259 Furniture, Fixtures

Italy

★★ Restaurant, cafeteria, kitchen and

office equipment for summer resorts; Secco Giuseppe, Via Vertoiba 4, Milan. I.R.-289.

260 Paper, Related Products

Spain

★★ Several paper products. Agency. Rafael Zamora Alcaide, Juan Zogas, 36. Sevilla. I.R.-638.

261 Pulp Mill Products

Italy

★★ Wood, pulp, wastepaper for paper mill use. Sylvander, Via Durini 26, Milan. I.R.-290.

264 Converted Paper, Paperboard Products

France

Office, drawing supplies; requests replies in French. Direct purchase and agency. S. V. Papeterie (wholesaler, importer), 41 rue de l'Echiquier, Paris 10e, or 15 rue des Docteurs Dumas, Thiers (Puy-de-Dome).

Cardboard office supplies. Ets. Netter (manufacturer, importing wholesaler), 10 rue du Galtz, Colmar (Haut-Rhin). WTD 11/29/62.

Italy

Office stationery. Ravarini, Castoldi & Co. (agent, manufacturer), Via Gardone 20, Milan.

Spain

★★ Paper bags for bagging onions, other vegetables. Francisco Ara Barrachina, Sangre 9 y 11, Valencia. I.R.-317.

★★ Bags of all types for industrial, agricultural uses, including chemical products, particularly bags of 50 kilos for potatoes, 80 kilos for fertilizers; will consider bags plain or with plastic linings, with pouring spouts or plain, also shopping bags up to 25 kilos cap. Agency. Juan Balmaseda, Uribitarte 22, Bilbao. I.R.-662.

265 Paperboard Containers, Boxes

Greece

★★ Fiber boxes. Agency. Panas Antonakopoulos, Pyrgos Elias. I.R.-270.

266 Building Paper, Building Board Mill Products

Afghanistan

Wallboards, panels; requests price quotations c.i.f. Khoramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

Netherlands

Building paper, building board. Direct purchase and agency. N. V. Inverbo (importer, sales agent), 6 Leidsegracht, Amsterdam (C).

272 Periodicals: Publishing; Publishing, Printing

Spain

★★ Scientific publications, magazines. Libros Tecnicos Y Cientificos, San Vicente 21, Sevilla. NCIA. I.R.-623.

275 Commercial Printing

Italy

Printed music. Direct purchase and agency. Bixio-Societa Azionaria Musicale (importer, publisher), Via Borgogna 7, Milan. WTD 11/28/62.

278 Bookbinding, Related Industry Products

Italy

★★ Recording charts, graph paper. A. Salto S.p.A., Via G. Matteotti, 5, Trieste. NCIA. I.R.-256.

★★ Business forms; magnetic, perforated tapes. APPSA di Fausto Stella, Via Andrea Doria 15, Palazzo Borsa, Turin. WTD 12/15/59. I.R.-392.

Netherlands

Looseleaf binders, devices. P. Jurriaans & Zoon, N.V. (bookbinder, importer), 76-87 Blankenstraat, Amsterdam.

280 Chemicals, Related Products

Germany

Heavy chemicals, wood tar, hydrocarbon (toluene, xylene); requests replies in German. Wilhelm Schwardmann Chemie G.m.b.H. (importer, wholesaler), Rumannstr. 38, Hanover. WTD 9/20/61.

Cosmetic, pharmaceutical preparations for packing in Germany; products sold under U.S. trade names if registered in Germany or under trade name rights held by affiliated firm A.F. Suelwald, distributor of Brephawa products; U.S. company expected to extend substantial financial support in introducing new product in the German market. Brephawa Bremer Pharmazeutische Waren G.m.b.H. (manufacturer packer), Bremen-Moordeich. WTD 7/24/62.

Japan

Rosin, electric insulating varnish or paints. Direct purchase and agency. Chiyoda Trading Co., Ltd. (Chiyoda Boeki K.K.) (import-export trading co.), 748 Setagaya 4-chome, Setagaya-ku Tokyo. WTD 12/10/62.

Spain

★★ Industrial chemicals. Agency. Jose Mendez Cuesta, Ronda Capuchinos 1 dp., Sevilla. I.R.-613.

281 Industrial Chemicals

England

Chemical specialties, primarily for use in chemical industry. Direct purchase and agency. R. E. Franz, Ltd. (exporter, importer), Hanover House, 73 High Holborn, London, W.C.1. WTD 9/10/62.

Germany

Ethylene glycol; glycerin, novel text; ammonium nitrate; potassium nitrate. Wasag-Chemie Aktiengesellschaft (manufacturer, exporter), 9 Rolandstr., 43 Essen. WTD 11/26/62.

Netherlands

Research chemicals; biochemical, rare chemical products. Handelsonderneming Amstelstad (importer), 17 Ferdinand Spitsstraat, Amsterdam. WTD 11/26/62.

New Zealand

Raw materials for fertilizer, paper and pulp industries: kibbled sulfate of alumina; salt cake (sodium sulfate, anhydrous); salt (sodium chloride); fine powdered aluminum sulfate; urea; muriate of potash; sodium nitrate: cobalt salts; potassium, potassium salts; ammonia sulfate; ammonium nitrate; basic slag; gum rosin grade to W.G. or W.W. Wm. Scollay & Co., Ltd. (importer, exporter, manufacturer's representative), P.O. Box 2377 or 20 Victoria St., Wellington, C.1. WTD 2/26/62. List of specifications, packing and shipping instructions, quantities desired available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

Pakistan

Caustic soda, aromatic chemicals, cryslic acid, other soap raw materials. Direct purchase and agency. Darbar Soap Works (importer, wholesaler), Asylum Rd., behind Idgah Maidan, Karachi 1.

■ Calcium carbide, caustic soda, soda ash. Loan 53; U.S. source. IL 039577. Credit amount $14,280. Bid deadline Jan. 22. Northern Traders, Ltd., 18 Brandreth Rd., Lahore. Cable: NOITRA.★

Spain

★★ Chemical products used for roadbuilding, textile fibers. Distributor. Ramon Par S.A., Av. Generalisimo Franco 408, Barcelona. NCIA. I.R.-417.

★★ Chemicals used in tanneries; textile industry; paint, varnish industries, paper resin; plastics, food industries. Exclusive agency or distributor. Materias Quimicas, Av. Jose Antonio 579, Pral., Barcelona 13. I.R.-407.

★★ Chemicals for use in textile industry. Elementos Quimicos-Industriales S.A., Agricultura 67, Barcelona. I.R.-339.

★★ General organic products. Laboratorio Industrial De Sintesis Organicas S.A., Pamplona 96-104, Barcelona. I.R.-289.

★★ Basic materials for manufacture of agricultural insecticides for citrus, fruit. Jose Benavent Adrian, Calvo Sotelo 55, Nules (Castellon). I.R.-501.

★★ Oxides, industrial detergents. Parker Espanola S.A., Galdacano (Vizcaya). I.R.-764.★

★★ Chemicals for petrochemical plants. Agency. Fermin Santos, Gran Via 19-21, Bilbao. I.R.-703.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Italy

★★ Textile chemicals, resin for plastic industry. Agency. A. Orlandi & C., Via Crocefisso, 6, Milan. I.R.-338.★

★★ Truck body firm seeks polyurethane for insulating reefer trucks. Artemio Gallingani, Carrozzeria, Via Emilia All' Angelo, 43, Reggio Emilia. I.R.-533.

★★ Plastic resins, thermoplastic scrap, plastic containers. Agency. Antonio Pepe, Viale Lombardia, 9, Milan. I.R.-646.

★★ Horsehair, coconut fiber for use in seat upholstery. GUMMIFLEX, Via Bogino 31, Turin. I.R.-394.

Netherlands

Plastics materials for building purposes. Direct purchase and agency. N. V. Inverbo (importer, sales agent), 6 Leidsegracht, Amsterdam (C).

PVC foil plastic in translucent colors, mainly green. Telex van Doornik N.V. (importer, wholesaler), 34 Wegastraat, The Hague.

Bisphenol resins; resins on polyester basis with special qualities such as self-extinguishing, heat resistant, shrink resistant, chemical resistant. Direct purchase and agency. Casolith N.V. (manufacturer, importing distributor, sales agent), 116 bis Achter de Hoven or P.O. Box 251, Leeuwarden.

Polyethylene film plastic. P. Jurriaans & Zoon, N.V. (bookbinder, importer), 76-87 Blankenstraat, Amsterdam.

Spain

★★ Plastic raw materials. Agency. Fermin Santos, Gran Via 19-21, Bilbao. I.R.-703.

283 Drugs

Australia

Newly developed pharmaceuticals, both ethical and proprietary.. Direct purchase and agency. Sigma Co., Ltd. (manufac-

turer, wholesaler), G.P.O. Box 4346 or 589-605 Collins St., Melbourne, C.1, Victoria. WTD 10/11/62.

Ceylon

● Penicillin, procaine fortified 400,000 units, 300,000 vials; heparin injection, 5,000 vials; insulin Lente, U40, 10 ml., 80,000 vials; insulin U80, 5 ml., 6,000 vials; insulin U40, 5 ml., 30,000 vials. Bid deadline Mar. 5. Mepyramine Maleate, 50 mg., 2 million tablets; Prednisolone, 5 mg., 4 million tablets; Ephedrine Hcl, 15 mg., 10 million; Oxyphenonium Bromide, 5 mg., 300,000; Cetrimide, 500 gm., 1,500 tins; Digoxin, 0.25 gm., 1,500,000; Amynophilline, 1 gm., 4 million; Dexamethasone, 0.5 mg., 500,000. Bid deadline Mar. 1 Chairman, Tender Board, Ministry of Health, Colombo. ★ (WO 7-2239.)

Iraq

● Penicillin, penicillin procaine, streptomycin, tetracycline, chloramphenicol, erythromycin, novobiocin, neomycin, kanamycin; various forms, Tender 72/62, bid deadline Feb. 24. Terms, specs. available from Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $5.60 per copy plus $.70 mailing charges. ★ (WO 7-2239.)

Italy

★★ Medicinal specialties, chemicals for pharmaceutical industry (human, veterinary). Laboratorio Farmacologico Salf, Via Tiraboschi, 57, Bergamo. I.R.-371.

★★ Vitamin, liver capsules. Biochimica Milanese, Via Miceli, 71, Cosenza. I.R.-370.

★★ Pharmaceuticals. Agency. Mario Rabacchi, 104 Via De Gasperi, Vignola (Modena). NCIA. I.R.-327.

Morocco

● Injectable, oral vitamins B_1, B_6, B_{12}, C, E, and others; large quantities. Bid deadline Jan. 28. Tender, in French, available from Pharmacie Centrale, 24 rue des Ouled-Ziane, Casablanca. ★ (WO 7-2239.)

Netherlands

Ethical, nonethical pharmaceutical products. Will-Pharma N.V. (importer), 3 Tweede Weteringplantsoen, Amsterdam. WTD 11/23/62.

Spain

★★ Veterinary preparations for poultry. Exclusive agency or distibutor. Materias Quimicas, Av. Jose Antonio 579, Pral., Barcelona 13. I.R.-407.

★★ Pharmaceuticals. Agency. Antonio Cortes Brunetti, Campo de Vidal 16, Barcelona. NCIA. I.R.-449.

★★ Pharmaceuticals. Agency. Inforbas S.A., Rabla de Prat 11, Barcelona. NCIA. I.R.-456.

★★ Drugs, reactive for blood transfusions, other pharmaceuticals. Agency. Jesus Pascual Perez, San Juan de la Cruz 13-15, Zaragoza. NCIA. I.R.-296.

★★ Veterinary medicines, drugs for chickens, cattle. Serva S.L., Valparaiso 18, Sevilla. I.R.-464.

★★ Pharmaceuticals. Agency. Fernando Martinez Tena, Av. Baron de Carcer 32, Valencia. NCIA. I.R.-496.

★★ Pharmaceutical products. Agency. Angel Morenas Amarillo, Bustos Tavera 20, Sevilla. I.R.-485.

★★ Pharmaceuticals. Agency. Manuel Ortiz Rodriguez, Bejar 4, Sevilla. NCIA. I.R.-604.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Greece

★★ Beauty supplies. Agency. Efstathios P. Iosifelis, 71 Nea Megalou, Alexandrou, Thessaloniki. NCIA. I.R.-316.

Netherlands

Cosmetics. Direct purchase and agency. N. V. Inverbe (importer, sales agent), 6 Leidsegracht, Amsterdam (C).

Compounds for perfumery, cosmetics. Essencefabriek Gruno N.V. (importer, exporter, manufacturer), 131 O.Z. Achterburgwal, Amsterdam. WTD 12/14/62.

285 Paints, Varnishes, Lacquers, Enamels

Afghanistan

Oil paints, varnishes; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

Germany

Brush-ready paints for outdoor application. Direct purchase and exclusive agency. Georg Sattelmacher & Co. (importing distributor), Schnackenburgallee 180, Hamburg-Eidelstedt.

Italy

★★ Seeks agency for U.S. manufacturer of paints, varnishes, sealers, Gamna, Sandro, Via Lorenzo Martini 4, Turin. I.R.-398.

Japan

Reflective traffic paint. Direct purchase and agency. Far East Mercantile Co., Ltd. (Kyokuto Boeki K.K.) (import-export merchant), Room 696, Marunouchi Bldg., Marunouchi 2-chome, Chiyoda-ku, Tokyo. WTD 1/26/62.

Spain

★★ Paints, varnishes. Commission agents. Jose Senciales Gines, Maldonado 5, Valencia. I.R.-309.

★★ Interested in locating new types of enamels for painting road signs enabling them to use lighter gage sheet metal. Esmalteras Simon S.A., Quintana 6, Bilbao. I.R.-721.

286 Gum, Wood Chemicals

Germany

Heat treated wood rosin; types K, M, N gum rosin; in customary containers for overseas shipment, 100 ton lots. Herbert A. H. Behrens (importer), Ballindamm 11, Hamburg 1.

287 Agricultural Chemicals

Greece

● Manganese ethylene bisdithiocarbamate (Maneb), 80% W.P., 1,000 metric tons. Tender 14750, bid deadline Jan. 21. National Tobacco Board, 9 Amerikas St., Athens. ★ (WO 7-3910.)

Iran

● Pentachlorphenol, 25 tons. Tender 41/75, bid deadline Jan. 19. Iranian State Railways, Tehran. ★ (WO 7-3910.)

Spain

★★ Agricultural chemicals. Distributor. Ramon Par S.A., Av. Generalisimo Franco 408, Barcelona. NCIA. I.R.-417.

★★ Insecticides for trees, agriculture. Productos Tise, Joaquin Costa 42, Valencia. I.R.-492.

★★ Concentrated organic fertilizers to be finally prepared in Spain. Agency. Francisco Carrasco Hernandez, Miquel de Cervantes 14, Ecija (Sevilla). I.R.-637.

289 Miscellaneous Chemical Products

Chile

Food chemical products, such as alginates, essences. Direct purchase and agency. Sociedad Productos Modernos "Sopromo," Ltda. (importer, wholesaler, manufacturer), Domingo Santa Maria 1495, Casilla 10081, Santiago. WTD 7/23/62.

Pakistan

▪ Synthetic resins, pigments, painters' material, Lithopone, carbon black. Loan 53; U.S. source. IL 08215. Credit amount $14,700. Bid deadline Jan. 21. Pak Paint Mills, Sheikupura Rd., Shahdara, Lahore. ★

Essential oils. Direct purchase and agency. Darbar Soap Works (importer, wholesaler), Asylum Rd., behind Idgah Maidan, Karachi 1.

291 Petroleum Refining Products

Germany

Gas oil, fuel, gasoline. Nominol Vertrieb Dr. Fritz Mund (importer, wholesaler), Dornstuecken 21, Hamburg-Grossflottbek.

Petrolatum, mineral jelly for industrial use. Indian Refining Co. (importer, wholesaler), Borstelmannsweg 180/82, Hamburg 26.

Lubricating oils, base oils, cylinder oils, motor oils, bright stocks, lubricating oil additives. Gemeinschaft des deutschen Mineraloel-Grosshandels G.m.b.H. (importer), Sechslingspforte 5, Hamburg 22. WTD 8/16/60.

Gasoline, gas oil, diesel oils in bulk. Idolinoele Vertriebsges. mbH (importer), Humboldtstr. 58-60, Hamburg 22. WTD 8/14/59.

Lubricating oils, fats, greases. Direct purchase and exclusive agency. Georg Sattelmacher & Co. (importing distributor), Schnackenburgallee 180, Hamburg-Eidelstedt.

Greece

● Various types of lubricating oils, greases in estimated amount of $95,000. Tender 253, bid deadline Jan. 25. Office of Land Reclamation Service, Ministry of Agriculture, Room 316, 60 Kolokotroni St., Athens. ★ (WO 7-2421.)

Spain

★★ Petroleum jelly. Distributor. Ramon Par S.A., Av. Generalisimo Franco 408, Barcelona. NCIA, I.R.-417.

★★ Lubricants. Agency. Manuel Ortuno Rubio, Mariano Ribera 32, Valencia. NCIA. I.R.-386.

★★ Lubricating oil for automotive use. Agency. Carbones Arama, Av. Cataluna 13-15, Zaragoza. NCIA. I.R.-360.

299 Petroleum, Coal Products

Italy

★★ Lubricating oil, antirust preparations, industrial solvents Ciat, Corso Sebastopoli 249, Turin. I.R.-564.

Spain

★★ Oils for cutting tools, hydraulic oils. Elementos Quimicos-Industriales S.A., Agricultura 67, Barcelona. I.R.-339.

301 Tires, Tubes

Burma

● Tires, tubes, 606, assorted sizes. Tender DPES/76/63, bid deadline Jan. 25. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defense Department. ★ (WO 7-3381.)

Greece

★★ Tires. Agency. George C. Tsatsaronis, 7 Tsimiski St., Thessaloniki. I.R.-293.

Honduras

Tires, tubes, repair materials; re-

quests replies in Spanish. Direct purchase and agency. Cooperativa Alianza de Transportes Interurbanos, Ltda. (CATI) (cooperative bus line), San Pedro Sula.

Pakistan

▪ Tires, tubes. Loan 53; U.S. source. IL 040295. Credit amount $10,500. Bid deadline Jan. 21. Wadiwalla Bros., Saddar Bazar, Hyderabad, West.★

306 Fabricated Rubber Products

Germany

Rubber, plastic water hoses with ½", ¾" diam.; rubber fabric conveying belts. Direct purchase and exclusive agency. Georg Sattelmacher & Co. (importing distributor), Schnackenburgallee 180, Hamburg-Eidelstedt.

Italy

★★ Manufacturer of industrial belting seeks distributorship for textile belting, possibly leading to joint venture. Varale Antonio, Via Manzoni, 46, Milan. I.R.-634.★

307 Miscellaneous Plastics Products

France

Plastic office supplies. Ets. Netter (manufacturer, importing wholesaler), 10 rue du Galtz, Colmar (Haut-Rhin). WTD 11/29/62.

Italy

★★ 3-6" plastic pipe fittings Tramat, Via Mantova, 36, Turin. I.R.-585.

Mozambique

Household plastic ware. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

Plastic household utensils. G. B. Buccellato & Filhos (Beira), Lda. (importer, dealer), Rua Antonio Enes or P.O. Box 626, Beira. WTD 6/16/59 on parent company with same name.

Netherlands

Plastic building materials. Direct purchase and agency. N. V. Inverbo (importer, sales agent), 6 Leidsegracht, Amsterdam (C).

All types of plastic semimanufactures, products for use in laboratories, foodstuff, dyestuff, galvanic, textile, chemical, photographic industries, hospitals. Industrie & Handelsonderneming "Emergo" N.V. (importer, manufacturer), Dorpsstraat 54 or Postbus 4, Landsmeer.

Plastic oilcloth, in rolls of 11 m., width 140 cm.; annual requirements 5,000 rolls. N.V. Enitor Industrie-& Handelsonderneming (manufacturer), P.O. Box 1, Buitenpost. Sample available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

Spain

★★ Plastic scrap. Agency. Compania Espanola De Comercio Y Compensacion S.L., Balmes 110, Barcelona. NCIA. I.R.-435.

★★ Plastic hair, other plastic articles for manufacture of dolls. Fabricas Agrupadas De Munecas De Onil, S.A. (Famosa), Av. Jose Antonio 28, Onil (Alicante). I.R.-406.

★★ Plastics. Agency. Manuel Urquizu Caldes, Jose Antonio 41, Benicarlo (Castellon). NCIA. I.R.-382.

314 Footwear

England

Footwear for sports, leisure. Direct purchase and agency. Offshore (Sailing), Ltd. (manufacturer, importer, wholesaler, retailer, exporter), Salcombe, Devon. WTD 12/13/62.

Spain

★★ Shoes. Distributor. D.I.C.A. S.L., Sagasta 4, Valencia. NCIA. I.R.-488.

321 Flat Glass

Afghanistan

Window glass; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

322 Glass, Glassware

Mozambique

Household glassware. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

323 Glass Products

Italy

★★ Precision-made glass items for pharmaceutical, chemical trade. Agency. Officine Gazzetta, Luino (Varese). I.R.-554.★

Spain

★★ Glassware. Agency. Vicent-Miquel, Baron de Carcer 48, Valencia. NCIA. I.R.-312.

325 Structural Clay Products

Afghanistan

Tiles; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

326 Pottery, Related Products

Mozambique

Household porcelainware. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

327 Concrete, Gypsum, Plaster Products

Afghanistan

Plaster for walls, ceilings; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Diatomaceous earth, filter aids, modified minerals. Direct purchase for exclusive distributorship for West Germany, other West European countries. Chemie-Mineralien G.m.b.H. (importer, exporter, wholesaler), Domshof 18-20, Bremen. WTD 12/22/61.

Italy

★★ Thermal insulation products, pipe covering. Riva & Mariani, Via Fatebenefratelli 5, Milan. I.R.-322.★

Spain

★★ Mica. Agency. Compania Espanola De Comercio Y Compensacion S.L., Balmes 110, Barcelona. NCIA. I.R.-435.

★★ Mica. Direct purchase or agency. Fermin Santos, Gran Via 19-21, Bilbao. I.R.-703.

U.A.R. (Egypt)

Emery paper, cloth for polishing copper cylinders, carborundum polishing stone used in printing industry. Dar Al Hilal (govt. printing shop, publishing house), 16 Mohamed Izel Arab St., P.O. Bag, Cairo.

331 Steel Mill Products

Ceylon

● Galvanized barbed wire, 2 wires 12½ SWG, barbs 3" apart, in ½ cwt. coils approx. 225 yd., 11,000 cwt.; galvanized steel staples for barbed wire 1½ x 8 SWG, 350 cwt. Tender notice dated Nov. 30, 1962; bid deadline Feb. 19. Chairman, Tender Board, Minister of Finance, P.O. Box 500, Colombo. Copies of tender (ref. 193/24, 84), specs. available from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

India

▪ Stainless steel sheets, type 321, 16 gage, 7′ x 3′, 6′ x 3′, 10′ x 3′; type 316, 10 gage, 8′ x 4′, type 316 Ti, 2B finish, 48" x 120" x 4.75 mm., .187, type 316 Ti, 2B finish, 48" x 160" x 8 gage. Loan 217; U.S. source. IL DL/55/944/02301/0317. Bid deadline Jan. 22. Vasant Industrial & Engineering Works, "Vasant Vijay," 470-71 Worli Rd., Bombay 18.

▪ Stainless steel sheets, type 321, 16 gage, 7′ x 3′, 6′ x 3′, 10′ x 3′; type 316, 18, 10 gage, 8′ x 4′, type 316 Ti, 2B finish, 48" x 120" x 4.75 mm., .187 and 48" x 160" x 8 gage. Loan 217; U.S. source. IL BL/55/173/02301/214. Bid deadline Jan. 22. Vasant Industrial & Engineering Works, "Vasant Vijay," 470-71 Worli Rd., Bombay 18.

▪ Round steel galvanized wire, size 1.4 mm. diam. Loan 157; U.S. source. IL DL/55/30/02101/0097. Bid deadline Jan. 15. Cable Corp. of India, Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1, through Pearl Thread Mills, Pvt., Ltd., Bombay 1. Cable: EMANDCO.

Iran

● Steel tees, bar sizes, 4 items 6,300 kg., min. length 6 m.; angles, 10 items, 25,600 kg., min. length 6 m. Tender 41/285-238, bid deadline Feb. 4. Iranian State Railways, Tehran.★ (WO 7-2363.)

Italy

★★ Steel sheet lined with aluminum antifriction alloy. Bronzine Aurora, Via G. Soglia, 2 Reggio Emilia. I.R.-298.

Pakistan

● Wire, steel, high tensile, hard drawn, 14 long tons, 0.2" diam.; 18 long tons, 0.276" diam.; spec. B.B.S. 2691, 100-110 p.s.i. 600 sets male and female cones Freyssinet anchor concrete, type 12/200 (i.e., 12 wire cable, each 0.2 diam.); 1,000 sets male and female cones, type 12/276 (i.e., 12 wire cable, each 0.276" diam.). Tender PR-62/ECR/1, bid deadline Jan. 23. Complete set of tender documents available from Chief, Controller of Purchases, Pakistan Western Railway, Empress Rd., Lahore, for $5.25 per set. Copy of specs., conditions available for review in Iron & Steel Division, BDSA, Room 4222, Department of Commerce, Washington 25, D.C.

▪ M.S., G.P. sheets, 3′ x 8′ gages 24, 26, 28, 30 G. Loan 7; U.S. source. S/A RM

040162. Credit amount $11,298. Bid deadline Jan. 21. M. Ismail Naik, Industrial Area, H. 0-213 Loha Market, Lahore. Cable: BUSHIND.

▪ Spring steel leaves, hardened, tempered, curved. Loan 7; U.S. source. S/A RM 039885. Credit amount $6,720. Bid deadline Jan. 21. Agriculture Machinery Co. (Regd.), 11-37 Nisbet Rd., Lahore. Cable: AUTOSPRING.★

▪ M.S. plates, 8′ x 4′, 3′, 6′ x 4′, 3′, of ⅛″, 3/16″, ¼″ thickness, H.R.C.A., prime quality, 20% elongation, 28-33 T.P.S.I. Loan 7; U.S. source. S/A RM 040165. Credit amount $7,770. Bid deadline Jan. 21. Ittefaq Foundry & Workshop, 90 Railway Rd., Lahore, West. Cable: ITTEFAQCO.

▪ M.S. billets; size 2″ x 2″, 2½″ x 2½″, 3″ x 3″; standard lengths; max. 10% shorts; to U.S. spec. SAE 1020; heat number, works test certificate required. Loan 7; U.S. source. S/A RM 055296. Credit amount $74,397. Bid deadline Jan. 22. Sultan Mowjee Steel Industries, Ltd., Dost Bldg., Chittagong. Cable: CASTINGS.

▪ Mild steel billets; size 2″, 2½″; lengths of 18′ and above; heat mark stamped. Loan 7; U.S. source. S/A RM 040158. Credit amount $59,997. Bid deadline Jan. 22. Fazil Bros., Badami Bagh, Lahore.

▪ Galvanized iron long wire in usual mills catchweight coils; wrapped in tar paper, hesian; with common regular zinc coating, tensile strength of 35/40 kg., mm. 2; suitable for manufacture of wire cloth. Loan 7; U.S. source. S/A RM 036156, RM 036159. Credit amounts $21,000, $267,120. Bid deadline Jan. 23, 1963. Keamari Docks, Ltd., Steel House, West Wharf Rd., Karachi. Cable: SAIFINET.★

▪ Nail wire, 4=18 G; high speed steel; M.S. plates; M.S. rounds, bars. Loan 7; U.S. source. S/A RM 055256. Credit amount $60,858. Bid deadline Jan. 25. Pakistan Metal Works, 7 Momin Rd., Rahmagtanj, Chittagong. Cable: PAKNAIL.★

▪ G.P. sheets, G.I. wire; M.S. plates. Loan 7; U.S. source. S/A RM 055295. Credit amount $7,623. Bid deadline Jan. 25. Emran Metal Industries, 876 Asadganj. Rd., Chittagong. Cable: KABIROS.★

▪ Prime quality mild steel billets; 18/20 ft. long with 10% short down to min. 12′; size 2″ x 2″, 2½″ x 2½″, 3″ x 3″, 3½″ x 3½″; BSS-15 quality, each billet heat test marked. Loan 7; U.S. source. S/A RM 056011. Credit amount $859,346. Bid deadline Jan. 25. East Bengal Steel Re-Rolling Mills, Ltd., 680/A Jubilee Rd., Chittagong. Cable: AMRELIWALA.

▪ Galvanized steel wire, soft quality, sizes BWG 22, 24, 30; galvanized plain steel sheets, prime, 1.25 oz. zinc coating, 3′, 4′, x 6′, 8′, sizes 31, 32, 34 gage. Loan 7; U.S. source. S/A RM 055321. Credit amount $7,526. Bid deadline Jan. 25. Amanat Industrial Works, 318/263, Khatungonj, Chittagong.

Thailand

● Cold rolled sheets, M.S., deep drawing quality, oiled, 6,000 each 71¾″ x 36″ x 16 gage; 6,000 each 51¼″ x 25¾″ x 16 Birmingham gage; 10,000 each 1 11/16″ x 3/32″ x 70¼″ hot rolled. Tender 1/2506, bid deadline Jan. 24. Quartermaster General's Dept., Oil Fuel Div., Samsen, Bangkok. Deposit of approx. $1,200 (25,000 baht) required with bid.★ (WO 7-2363.)

332 Iron, Steel Foundry Products

Italy

★★ Large machined cast-iron sections for important Italian machine tool plant. Innocenti, Via Pitter 81, Milan. WTD 11/22/61. I.R.-612.

★★ Stainless steel. Industrie Trentine Orlandi S.p.A., Piazza Bra, 28 Verona. NCIA. I.R.-386.

Spain

★★ Steel. Agency. Manuel Urquizu Caldes, Jose Antonio 41, Benicarlo (Castellon). NCIA. I.R.-382.

★★ Steel for manufacture of conical roller bearings, type 1HA-F131, 200 tons per year. Rodamientos A y S., Duquesa de Villahermosa 1-7, Zaragoza. I.R.-351.

★★ Interested in representing steel firm as agent. Imet, Alda. San Mames 43, Bilbao. I.R.-719.

★★ Mailed netting in stainless steel for containing olive paste within bounds such as present use of wooden or nylon slats accomplish. Manuel Herrera Blanco, San Sebastian 6, El Arahal (Sevilla). I.R.-650.

334 Secondary Smelting, Refining Nonferrous Metals, Alloys

Spain

★★ Tinplate, blackplate. Agency. José Luis Pedrero, Alda. Mazarredo 81, Bilbao. I.R.-718.

335 Rolling, Drawing, Extruding Nonferrous Metals

Spain

★★ Tinplate, blackplate. Agency. Juan Otero Mayals, Garcia de Vinuesa 30, Sevilla. I.R.-348.

Sudan

● Cable P.C.; 8,000 yards. Contract 125, bid deadline January 28. Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area Khartoum South.★ (Telephone WO 7-2162.)

Thailand

● Cable, 250,000 feet. Inv. PDC-MEA-145, bid deadline Jan. 29. Purchase & Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok.★ (WO 7-2162.)

Venezuela

Aluminum piping for manufacture of awnings. Persianas La Nacional C.A. (manufacturer), Crucesita a Porvenir, Edif. Trinidad, Caracas. WTD 11/15/62.

336 Nonferrous Foundry Products

Mozambique

Cast aluminum household utensils. G. B. Buccellato & Filhos (Beira), Lda. (importer, dealer), Rua Antonio Enes or P.O. Box 626, Beira. WTD 6/16/59 on parent company with same name.

Spain

★★ Tinplate. Agency. Compania Espanola de Comercio y Compensacion S.L., NCIA. I.R.-435.

★★ Tinplate for can manufacturing. Juan Vazquez Mendez, Queipo de Llano 46, Huelva. NCIA. I.R.-622.

339 Miscellaneous Primary Metal Industry Products

Netherlands

Aluminum powder; copper base alloy powder; lead, titanium, zircornium powder; iron powder; preferably in fineness of 100-300 mesh. Direct purchase for exclusive distributorship. Interlas N.V. (manufacturer, wholesaler, importer), P.O. Box 10, Soesterberg.

342 Cutlery, Handtools, General Hardware

Afghanistan

Builders' hardware; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

Greece

★★ Tools, machine shop equipment. Agency or distributor. N. Issaris-N. Vassiliades Mfg. Co., 38 Tritis Septemvrious, Athens. I.R.-242.

Italy

★★ Chains for chainsaws. Agency. Lelio Canavese, Via Saluzzo 44, Turin. WTD 7/7/61. I.R.-563.

Mexico

All types of industrial handtools; requests replies from manufacturers only. Direct purchase and agency. Comercial Gutierrez, S.A. (importer, wholesaler, retailer), Padre Mier 834 Oriente, Monterrey, Nuevo Leon. WTD 12/18/62.

Mozambique

Cutlery. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

Hand, garden, artisans' tools, nonelectric can openers, cutlery, household articles; requests catalogs; G.B. Buccellato & Filhos (Beira), Lda. (importer, dealer), Rua Antonio Enes or P.O. Box 626, Beira. WTD 6/16/59 on parent firm of same name.

Spain

★★ Safety, fire protection equipment for use in automobiles. A.Y.S.A. (Aplicaciones y Servicios del Automovil), Juan Sebastian Bach 18, Barcelona. NCIA. I.R.-460.

★★ Handtools for automotive body assembly. Agency. Santiago Calvet Romaguera e Hijo, Consejo de Ciento 27, Barcelona. I.R.-424.

★★ General hardware, Agency. Angel Morenas Amarillo, Bustas Tavera 20, Seville. I.R.-485.

★★ Tools, equipment used in enameling industry. Agency. Ferro-Enamel Espanola S.A., Aptdo. 502, Bilbao. I.R.-683.

★★ Light, portable electrical machinery such as metal cutoff machines, drills. Cirilo de Gana, Ltd., Rodriquez Arias 31, Bilbao. I.R.-588.

Venezuela

Builders' hardware. Direct purchase and agency. Ferreteria Aragua (importing distributor), 17 Norte Calle Perez Almarza, Maracay, Edo. Aragua. WTD 11/29/62.

343 Heating Apparatus, Plumbing Fixtures

Afghanistan

Bathroom, kitchen fixtures; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

Italy

★★ Industrial oil burners. Lamborghini, Pieve Dicienta, Bologna. NCIA. I.R.-619.

Venezuela

Steam boilers used in laundries. Direct purchase and agency. Segura & Cia. C.A. (importing distributor, sales agent), Aptdo. 2347 or Peligro a Pele el Ojo 24-1, Caracas. WTD 11/24/62.

344 Fabricated Structural Metal Products

Afghanistan

Aluminum door, window frames; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul. WTD 6/25/62.

England

Aluminum window frames, complete frames, frames ready for assembly, other purposes; requests replies from manufacturers only, catalogs showing range of products. Direct purchase and exclusive agency. Plyglass, Ltd. (manufacturer, importer, agent), Northwestern House, Marylebone Rd., London, N.W.1. WTD 12/13/62.

Iraq

● Supply of 1 kerosene acid coalescer steel tank approx. 22'-9¾" x 6'-7" O.D. Tender 59/62, bid deadline Feb. 9. Government Oil Refineries Administration, Ministry of Oil, Baghdad. Specifications available for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Italy

★★ Manufacturer of standard type faucets seeks line of plumbing specialties: new design faucets, thermostatic mixing valves, water heaters. Bellini & Cantu, Via Cremosano, 4, Milan. NCIA. I.R.-358.

★★ Will act as agent or licensee for aluminum structures, products, Comet, Via Petso d'Else Cuneo. I.R.-572.

★★ Prefabricated metal industrial buildings. Metallotecnica, Via Aosta, Cascine Vica (Turin). I.R.-600.

Luxembourg

Structural units, such as prefabricated window frames, office partitions, loading ramps. Direct purchase and agency. Abico S.a.r.l. (importer, agent), 76 rue d'Anvers, Luxembourg. WTD 12/62.

Spain

★★ Metal window frames, hardware, steel for building industry. Distributor. Industrias Inet. Pointor Mestre Marcel 24-26, Valencia. I.R.-327.

★★ Prefabricated structural steel for framing, roof supports, scaffolding. Distributor. Acon S.L., Plaza F. Moyua 6, Bilbao. I.R.-598.

346 Metal Stampings

Mozambique

Household enamelware. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), Ave. Paiva Manso 59 or P.O. Box 511, Lourenço Marques. WTD 10/31/61.

Household utensils of stamped, spun aluminum, stainless steel, other stamped metals. G. B. Buccellato & Filhos (Beira), Lda. (importer, dealer), Rua Antonio Enes or P.O. Box 626, Beira. WTD 6/16/59 on parent firm with same name.

Netherlands

All types of stainless steel semimanufactures, products for use in laboratories, foodstuff, dyestuff, galvanic, textile, chemical, photographic industries, hospitals. Industrie & Handelsonderneming "Emergo" N.V. (importer, manufacturer), Dorpsstraat 54 or Postbus 4, Landsmeer.

348 Miscellaneous Fabricated Wire Products

Afghanistan

Wire screening; requests price quotations c.i.f. Khorramshahr, Iran, and Karachi, Pakistan, descriptive brochures. Professional Overseas Trading Co., Ltd. (importer, wholesaler), S. Habib Bldg., Municipality St., Kabul, WTD 6/25/62.

349 Miscellaneous Fabricated Metal Products

Spain

★★ Control valves for chemical industries. Agency or exclusive distribution leading to possible license agreement. Productos Y Accesorios Para La Industria Quimica S.A., Udondo-Lejona (Vizcaya). I.R.-659.

351 Engines, Turbines

Germany

Filters for oil, fuel, exhaust fumes of diesel motors; filtering media should be cleanable by reversing flow of liquids or by compressed air and resistant to temps. of 158-284° F; filtering capacity to remove impurities of 5-50 microns. Rotring Feinstfilter Dipl.-Ing. Dr. Joh. Schaefer, Theaterplatz, Bremerhaven-M. WTD 8/14/61.

India

● Supply, erection of Francis type turbines; alternators, exciter; 11/66 kv. transformer; 66 kv. switchgear, lightning arresters; auxiliary, emergency supply transformers; medium, low voltage switchgear, power cables. Tender HDU/P/2, bid deadline Mar. 4. Specs. obtainable from Executive Engineer, Hydroelectric Division 1, Central Designs Organization Bldg., Jamshidji Tata Rd., Bombay, for $15.75 per set, nonrefundable.

Ireland

● Supply, delivery, erection of two 60,000 kw. turbogenerators, each complete with condensing plant, auxiliaries; Tender 581 G, bid deadline Mar. 12. Electricity Supply Board, Lower Fitzwilliam St., Dublin. Specs. for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C.

Italy

Motors for pleasure boats, accessories, parts. Direct purchase and agency. Motonautica Buccaneer (importer, sales agent, repairer), Lungotevere Porto di Ripa Grande 15, Rome. WTD 12/4/62.

★★ Diesel, gasoline engines, Agency. A.M.I.T. Apparecchi Macchine Impianti Tecnici, Via Tarchetti, 1, Milan. I.R.-377.

Spain

★★ Components, spare parts for marine engines. Agency. Central Espanola De Expansion Industrial, Gran Via 66, Bilbao. I.R.-569.

Turkey

Industrial gasoline engines. Nuri Durukan-Genel Teknik Donatim Muessesesi (importer, exporter), Rihtim Caddesi, Veli Alemdar Han Kat 7 31, Galata, Istanbul. WTD 11/14/62.

352 Farm Machinery, Equipment

France

Microtractors; power lawnmowers; powercultivators; rotary tillers; light, medium duty log sawers; related agricultural equipment, garden implements, preferably new types. Direct purchase and agency for France or section thereof. Barrier & Co. (retailer, wholesaler, agent), 11 et 15 rue Wilson, Perigueux, Dordogne. WTD 11/29/62.

Italy

Agricultural machinery and implements, particularly tractors from 70-200 HP, threshing machines, water pumps. Direct purchase and agency. O.A.C.R.I. Organizzazione Agricola Commerciale Ribolla (wholesaler, retailer, agent), Via Rosolino Pilo 31, Palermo, Sicily.

Spain

★★ Agricultural machinery. Agency. Commercial Y Industrial Vequer, Diputacion 239, Barcelona. NCIA. I.R.-370.

★★ Agricultural equipment. Recaben S.A., Paseo de las Delicias 3, Sevilla. I.R.-480.

★★ Agricultural equipment. Agency. Francisco Carrasco Hernandez, Miquel de Cervantes 14, Ecija (Sevilla). I.R.-637.

★★ Agricultural machinery. Distribuidora General Z, Pamplona (Navarra). I.R.-562.

353 Industrial Equipment

Burma

● Truck mounted tube well drilling machine, diesel engine of 83 hp. rated or more; derrick constructed of tubular steel, equipped with bull reel, sand reel, casing line with sufficient cable each line; drilling range, min. diam. 6"-300', 30"-200'. Tender DPES 67/63, bid deadline Jan. 25. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defense Dept., Rangoon. Copies of specs. available in ACME Division, Room 4025, BDSA, Department of Commerce, Washington 25, D.C.★

Ethiopia

■ Dump trucks, 3 cu. yd. (19,500 GVW), c. & f. Djibouti, 36; same, c. & f. Assab, 34; same, c. & f. Massawa, 46. Loan 193; U.S. source. Inv. 34655. Bid deadline Jan. 31. Imperial Highway Authority, Addis Ababa, P.O. Box 1770.★

Greece

● Chains for operating excavator buckets: 300 m. ⅝" link diam., 1,000 m. 3/4", 300 m. 7/8", each chain 20-25 m. long. Tender 252, bid deadline Jan. 22. Ministry of Agriculture, Land Reclamation Service, 60 Kolokotroni St., Athens.★ (WO 7-5566.)

India

● 35 ton crane. Tender SE-597, bid deadline Feb. 11. Documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. for $2 per set. Purchase against this tender restricted to equipment of U.S. origin or manufacture and will be made under Eximbank credit.

■ 4 cu. yd., 11 ton, cap. overhead grab bucket crane, 98' 5" span, 45 ft. lift, complete with structural fabricated bridge, to be assembled on spot; 80 short ton, 550 gross hp. diesel electric locomotive, designed for operation on 66" gage track, including preparation only for IRS hooks; crawler tractor, direct drive with bulldozer, other accessories, attachments, developing 235 hp. drawbar hp. 195; 3-wheeled tractor with trailer, attachments, accessories; 3-tractor shovel with accessories. Loan 157; U.S. source. IL 990993/DLF/HQ/61/CCI/CG. 111. Ref. 41(16)/62-AID-II. Bid deadline Jan. 20. India Cements Ltd., 175/1 Mount Rd., Madras 2.

Israel

Hydraulic lift loader with loading cap. about 400-500 kg. for loading orange boxes size 1 x 1 x 0; weight of lift not to exceed 1 metric ton; 70 m. on truck surface measuring 3 x 4.5 m.; boxes to be loaded to every point of truck surface without manpower; loading to be done to height of 2 rows. Resses, Ltd. (importer, manufacturer), 12 Harakevet St. or P.O. Box 941, Tel Aviv. WTD 12/5/60.

Italy

★★ Railway car movers, Agency. A.M.-I.T. Apparecchi Macchine Implanti Tecnici, Via Tarchetti, 1, Milan. I.R.-377.

★★ Rotary brush street sweeper. Pennellificio Bolognese, Strada Maggiore, 94, Bologna. WTD 2/15/62. I.R.-302.★

★★ Factory trucks, fork lifts, bins. Commer, Via XX Settembre 69, Turin. I.R.-574.★

★★ Lifting, transporting equipment for manufacturing plant. Officine Cometto, Borgo San Dalmazzo, Cuneo. I.R.-577.★

★★ Seeks distributorship for bulk handling, automated mining equipment; also automated equipment for chemical, petrochemical plants. Dott. Ing. Carlo Riboldazzi, Via Desenzano, 6, Milan. I.R.-364.

★★ Stone, marble cutting wheels, diamond saws. Rag. Arnoldo Borgato, Via Ciccone, Naples. I.R.-540.

★★ Roadbuilding machinery. Officine Meccaniche Marini, Alfonsine (Ravenna). I.R.-538.

★★ Machine tools. Industrie Trentine Orlandi S.p.A., Piazza Bra, 28, Verona. NCIA. I.R.-386.

★★ Used machine tools: lathes, turret lathes, drill presses, cut-off saws FIAP S.p.A. 114 Via Fosseta, Turin. I.R.-592.

★★ Welding machinery. Calasso, Ing. Carlo, Via Sacchi, 58, Turin. I.R.-565.

★★ Tungsten carbide. CERAMET, Via Sospello 220, Turin. I.R.-390.

★★ Drills, other than twist, self-centering chucks, chucking devices. Agency. NORDIK, Via F.D. Guerrazzi, 10, Milan. I.R.-379.

★★ Machine tools, Agency. NENNA PEPPINO, Via Sostegno, 84, Brescia. I.R.-366.

★★ Machine tools for fabricating steel platemaking machines. OMF Officine Meccaniche & Fonderie Napoletane, Via Benedetto Brin 69, Naples. NCIA. I.R.-332.

★★ Welding machinery, supplies. RIVOIRA S.p.A., Corso Belgio 107, Turin. I.R.-318.

Luxembourg

Mechanical equipment, aids to plant efficiency, home construction. Direct purchase and agency. Abico S.a.r.l. (importer, agent), 76 rue d'Anvers, Luxembourg. WTD 12/62.

Mozambique

Mine drilling machinery; requests price quotations, catalogs. Sociedade Comercial Lda. (general merchant, importer, commission agent, dealer), Predio Scala, 10-12, or P.O. Box 1044, Lourenço Marques. WTD 2/20/62.

Netherlands

Equipment for use in oilfields. Direct purchase and agency. Technische Handel Mij. Van Rooy Dorsman N.V. (importing distributor), 108-14 Reguliersdwarsstraat, Amsterdam (C).

Pakistan

▪ Equipment required for hauling from mountain forests down to river timber in form of lags to be supplied to gov't. depts., private house builders, ropeway crane for extraction of timber from mountainous forest. Loan 194; worldwide. Credit amount $20,000. Bid deadline Jan. 18. Kamram Kahn, Mingora, Swat State, West.

Philippines

● 1 7-motor 140 metric ton, 1 4-motor 90 metric ton indoor, electric, overhead traveling crane for Angat River Hydroelectric Project, Bulacan Province, Phil. Bid deadline Feb. 12. Additional information, plans, specs., bidding forms, confidential statement for determining prospective bidders responsibility form available from National Power Corp., 161 Bonifacio Dr., Port Area, Manila, for $1.30 (5 pesos).

Spain

★★ Construction, roadbuilding machinery, equipment. Agency. Agencia de Importacion-Exportacion, Alcala 207, Madrid. I.R.-377.

★★ Asphalt handling machines for roadwork. Hijos De Domingo Betanzos, José Antonio 31, Madrid. I.R.-519.

★★ Cement mixers, related equipment. Distributor. Acon S.L., Plaza F. Moyua 6, Bilbao. I.R.-598.

★★ Construction equipment, especially concrete type such as miners, concrete pipe machines, vibrators. Agency. Antonio Urmeneta Ajarnaute, Mutilvo 17, Pamplona. I.R.-573.

★★ Cranes, earthmoving machinery. Agency. Oficina Tecnica Y Comercial S.A., Alvarez Quintero 29, Sevilla. NCIA. I.R.-608.

354 Metalworking Machinery, Equipment

Germany

Machine tools, such as milling machines, combined coring and milling, sawing machines, drilling machines, turning lathes, broaching machines, planing machines, scraping machines, polishing machines, lapping machines, honing machines, shapers, filing machines, gear cutting machines, presses for metalworking. Direct purchase and agency. Handelsgesellschaft fuer Maschinen und Werkzeuge mbH- Eumamachine (importer, commission merchant), 33 Marienstr., 4 Duesseldorf. WTD 12/3/62.

India

Machine tools for manufacture of chemical plant, equipment. Kusum Products, Ltd. (manufacturer), Bombay Mutual Bldg., 9 Brabourne Rd., Calcutta 1. WTD 1/19/62. List of machine tools required available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

Steel foundry equipment for manufacture of 3,000 tons steel castings, 12,000 tons grinding media annually; requests price quotations, catalogs. Dalmia Iron & Steel, Ltd. (manufacturer), 4 Dalhousie Sq. E., Calcutta 1. WTD 11/14/62.

Dish-end cold rolling machine for fabrication of steel dish-end for pressure vessels by cold forming process. A. Stock & Co. Pvt., Ltd. (manufacturer), 1 New Taratola Rd., Calcutta 27. WTD 8/28/61 on parent company, East Anglia Plastics (India), Ltd.

▪ Shell core mold blower with electric heater plate 15″ x 15″ with automatic sand feeding system, including overhead sand storage hopper pressure pot, control valve, automatic door ejector; shell mold box, suitable for use on above machine, for molding cylinder blocks; surface grinder with approx. cap. of 6 x 12 x 18, complete with all equipment, accessories, electricals, magnetic chuck, key seater machine, gear shaper, twin mill with 2 opposed motor driven geared milling head each; single spindle precision boring machine for boring holes; thread milling machine; copy turning, tracer lathe, for copy turning shafts of max. diam. 2″, length 18″. Loan 157; U.S. source. IL 989427/DLF-157/61. Ref. 41 (737)/62-AID-II. Bid deadline Jan. 20. Veegal Engines & Engineering, Ltd., 31 Chittaranjan Ave., Calcutta 12.★

▪ Capstan lathe, with accessories equivalent to Herbert 4. Loan 144; worldwide. Ref. NSIC/HP/2M-3363/62. Bid deadline Feb. 20. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Italy

★★ New, secondhand machine tools. AGOSTINI INTERNATIONAL S.p.A., Viale Zara, 3, Milan. NCIA. I.R.-287.

★★ Heavy machine tools. Agency CONTI LUIGI, Malnate (Varese). I.R.-286.

★★ New, used heavy machine tools. "BOLFRAM," Viale Lancetti, 33, Milan. I.R.-280.★

★★ Hydraulic machinery, Agency. IDROMA S.A.S., Via Giovanni Da Procida, 6, Milan. NCIA. I.R.-274.

Japan

Automatic wire winding machines; aircraft dismantling machines, tools. Direct purchase and agency. Chivoda Trading Co., Ltd. (Chiyoda Boeki K.K.) (import-export trading co.), 748 Setagaya 4-chome, Setagaya-ku, Tokyo. WTD 12/10/62.

Spain

★★ Metal cutting tools. Elementos Quimicos-Industriales S.A., Agricultura 67, Barcelona. I.R.-339.★

★★ Wrought iron furniture machinery wanted by manufacturer. Omedes De Cataluna Diputacion 257, Barcelona. NCIA. I.R.-419.

★★ New, used machine tools. Agency. Alberto Lasheras Esteban, Bolonia 4, Zaragoza. NCIA. I.R.-354.

★★ Metalworking machines. Agency. Enrique Vera Batalla, Panuelas 6, Sevilla. I.R.-341.

★★ Manufacturer, agent interested in agency or distributorship for general machine tools. Permanyer S.A., Ausias March 113, Barcelona. I.R.-319.★

★★ Gear cutting, boring tools; automatic turret lathes with multiple axes, possibly with numerical control. Maquinaria De Produccion S.A., Balmes 83, Barcelona. I.R.-280.★

★★ Machine tools. Exclusive distributor. Insuna S.A., Barraincua 14, Bilbao. WTD 10/23/62. I.R.-768.

★★ Drills, grinding machines for metalworking. Exclusive agent. José Maria Uriarte, Henao 50, Bilbao. I.R.-746.

★★ Sewing machine needles manufacturing machinery, know-how. La Iberica De Agujas S.A., Alameda de San Mames 37, Bilbao. I.R.-734.

★★ Automation equipment, related items for machine tools. Agency. Ingermercator, Vda. de Epalza 3, Bilbao. I.R.-716.

★★ Mechanical presses. Servodyna S.L., Ercilla 22, Bilbao. I.R.-713.★

★★ Automatic machines for large production of wire staples for office, cartons. Industrias Rocandio, Aptdo. 52, Eibar (Guipuzcoa). I.R.-705.

★★ Machine tools, lathes. Agency. Antunez Y Pascua Hnos., Villa Victoria-Enea, San Sebastian. I.R.-697.

★★ Machinery for manufacture of wire nails. Industria Rocandio, Aptdo. 52, Eibar (Guipuzcoa). WTD 5/14/59. I.R.-585.

Venezuela

Electric equipment, tools for small, medium sized metalworking shops. Direct purchase and agency. J. Gomis Duch S.A. (sales agent), Aptdo. 2423 or Res. Boston, Aptdo. 23, 3a Transversal, Los Palos Grandes, Caracas. WTD 11/21/62.

Electric handtools; requests replies in Spanish. Direct purchase and agency. Agudo & Garcia (importing distributor), Pele el Ojo a Peligro 24, Caracas. WTD 11/29/62.

355 Special Industry Machinery

Australia

Machine to peel, pulp, juice citrus fruit; requests literature, c.i.f. or f.o.b., port prices, sales terms. Peerless & Ericsson Pty., Ltd. (importer; wholesaler; commission merchant; sales, indent agent, 476 Crown St., Surry Hills, N.S.W. WTD 6/13/62.

Burma

Automatic cutting, pressing machines for making stock books, albums. E. I.

Mayet (importer, exporter, wholesaler, sales agent, retailer, manufacturer), 31/33 26th St., Rangoon. WTD 11/29/62.

Ecuador

Weaving machines, 20, necessary supplemental equipment to establish cotton or manmade fiber weaving factory; spinning equipment; requests replies in Spanish with information, price quotations for package installation complete with applicable technical assistance. Kronfle Hermanos & Cia. (importer, wholesaler), Pichincha 407 or P.O. Box 4575, Guayaquil. WTD 12/7/62.

England

Injection molding, blow molding, foam plastics machinery, other specialty equipment for plastics industry. Direct purchase and agency. R. E. Franz, Ltd. (importer, exporter), Hanover House, 73 High Holborn, London, W.C.1. WTD 9/10/62.

France

Plastic belts, plastic materials, accessories used by textile industry for loom fitting. Tanals, Manufacture de Courroies, S.A. (manufacturer, wholesaler), Masevaux (Haut-Rhin). WTD 12/4/62.

Bookbinding material, equipment; requests replies in French. Direct purchase and agency. Rouquet & Gendres (sales agent, importer), 4 rue Bonnet, Clichy (Seine).

Greece

★★ Packaging, carton closing (gluing) machines. Ilias Caratzas, 30, Bouboulinas Str., Patras. I.R.-253.

Italy

★★ Machinery for manufacture of paper products. Aprilia-Sipeo, 55 Viale Europa, Rome. I.R.-640.

★★ Automated textile machinery. Lanificio Albino Botto, Strona, Vercelli. I.R.-599.

★★ Agency for packaging machinery, desiccant bags. Essikon, Via Sammartini, 59, Milan. I.R.-380.★

★★ Agency for canmaking machinery, bending machines for tinplate. Ing. Angelo Guidici, Viale Campania, 25, Milan. NCIA. I.R.-360.

★★ Distributorship for food processing machinery. Geralco Italiana S.p.A., Via Parini, 9, Milan. NCIA. I.R.-357.★

★★ Machinery for manufacture of separators for storage batteries. BSA di Eugenio Besana, Via Mentana, 5, Monza (Milan). I.R.-350.★

★★ Tire balancing equipment. Corghi (Erminio) Elettromeccanica, Correggio Emilia (Reggio Emilia). I.R.-299.

★★ Automatic feeding device for candy making machines. Preci Giovanni Officina Meccanica, Via D. Bianchini, 26, Bologna. I.R.-297.★

★★ Agency for textile machinery. Sacconaghi-Monaco, Via S. Gregorio, 12, Milan. I.R.-283.

★★ Agency for food processing machinery. Dr. Arduino Saetti Export-Import, Piazza Duca D'Aosta 8/2, Milan. I.R.-275.

★★ Agency for food processing machinery. Dott. Ing. Aldo Martinetti, Viale Regina Giovanna, 17, Milan. I.R.-273.★

★★ Machinery, Know-how for producing latex sheets in continuous process. Manisatture Ghieri, Via Castelsidardo, 1, Monza (Milan). NCIA. I.R.-224.

★★ Agency for pulpmaking machinery. Sylvander, Via Durini, 26, Milan. I.R.-290.

★★ Bookbinding, boxmaking machinery. S.C.I.A. Stabilimento Cartotecnico Industrie Assini, Via Massenzio Masia, 3, Bologna. I.R.-326.

★★ Agency for foundry equipment, lifting apparatus for use in plants. Officine Cometto, Borgo San Dalmazzo, Cuneo. I.R.-577.★

Japan

Aluminum foil food sealing press. Sumitomo Shoji Kaisha, Ltd. (Sumitomo Shoji K.K.), Tokyo Office (importer, exporter), New Sumitomo Bldg., 8 Marunouchi 1-chome, Chiyoda-ku, Tokyo. WTD 8/11/62.

Madagascar

Rice mill machinery, particularly rice hullers, polishers; requests replies in French. Direct purchase and agency. Comptoir de Commerce et de Representation de l'Ocrean Indien (Corci) (importer, sales agent, commission merchant, exporter), B.P. 428 or ave. de Lattre de Tassigny, Tananarive. WTD 10/16/61.

Norway

Machinery for production of concrete pipes, related products. Direct purchase and agency. Sigurd Stove A/S (importing distributor, manufacturer's agent), 10 Kongensgate, Oslo. WTD 11/26/62.

Machines, equipment for sealing plastic sheet materials for protection of identification cards, charts, photographs. Dymo Norsk A/S (importing distributor), 20 Ringeriksveien, Sandvika (Oslo). WTD 10/17/62.

Spain

★★ Woodworking machines. Agency. Enrique Vera Batalla, Panuelas 6, Sevilla. I.R.-341.

★★ Distilling, bottling, packaging equipment for wines. Exclusive distributor. Mariano Buera, General Franco 38-40, Zaragoza. NCIA. I.R.-429.

★★ Packaging machines. Agency. A. Roca Carreras, Balmes 180, Barcelona. NCIA. I.R.-427.

★★ Food processor seeks packaging machine for margarine, animal fats, table oils, cooking oils. Esteres Y Grasas S.L., "Estergras," Carretera de Ribas 535, Barcelona. I.R.-403.

★★ Manufacturer of electric lighting fixtures seeks machine to paint inside of incandescent lamps white. Especialidades Electricas "Luxus," Aribau 153, Barcelona. I.R.-396.

★★ Doll manufacturer seeks machinery for blower injection process for plastics. Fabricas Agrupadas De Munecas De Onil. S.A. (Famosa), Av. Jose Antonio 28, Onil (Alicante). I.R.-406★

★★ Machinery for drying grain. Agency. Albert A. Bruce, Moratin 11, Valencia. I.R.-391.

★★ Bottlemaking plant with 15 million yearly; bottles to be used for wine, preserves. Felix Larrea, Vara del Rey 57, Logrono. I.R.-777.

★★ Woodworking machinery for furniture desired by furniture manufacturer. Ignacio Subinas Aguirre, Espartero 23, Bilbao. I.R.-769.

★★ Woodworking machinery, pneumatic forging hammers to supplement line of equipment they manufacture. Distributor. Armentia Y Cia, Adriano 6, Vitoria. I.R.-765.★

★★ Woodworking machinery such as handsaws, jointers, routers. Agency. Sierras Alavesas S.A., Apartado 56, Vitoria. I.R.-743.

★★ Bakery machinery. Agency. Roberto Estefania Lobato, V. de la Via 37, Logrono. I.R.-717.

★★ Cadmium anodes. Parker Espanola S.A., Galdacano (Vizcaya). I.R.-764.★

★★ Machinery for manufacture of imitation leather, plastic impregnated textiles; readymade clothing wanted by clothing manufacturers. Julio San Juan Lorente, Miquel de Cervantes 14, Ecija (Sevilla). I.R.-656.

★★ Machinery for packing olive oil, also know-how. Ramon Guillen S.A., Gonzalo de Bilbao 25, Sevilla. WTD 11/22/62. I.R.-647.

★★ Brick, cinder blockmaking machinery. Agency. Oficina Tecnica Y Comercial S.A., Alvarez Quintero 29, Sevilla. NICA. I.R.-608.

★★ Cement block, forms making machinery. Ramon Fiol, Banos 66, Sevilla. I.R.-633.

★★ Milk bottling, production machinery. Agency and direct purchase. Lactosan, Ltda., Rositas 11, Sevilla. NCIA. I.R.-606.

★★ Plastic vacuum packaging machinery. Exclusive distributor. Satco, S.A., Prim 51, San Sebastian (Guipuzcoa). I.R.-552.

★★ Machinery for defibrating "Kenaf" for textile production, also know-how. Productora De Kenaf S.A., Villanueva 24, Madrid. I.R.-525.

★★ Tube machine for wrapping candies. Alfonso Seuba Estruch, Mallorca 150, Barcelona. I.R.-276.

★★ Automatic shoe lace machine for production of plastic tip shoe laces both standard and twisted. Faustino Martinez S.A., Moreria 3, Sevilla. I.R.-482.

Switzerland

Machines for meat industry, such as tenderizing machines, special equipment for butchers; requests replies in French. Robert Durosier (meat wholesaler), 24 Blvd. des Philosophes, Geneva. WTD 12/7/62.

356 General Industrial Machinery, Equipment

Greece

★★ Commercial compressor for air conditioners. Vencon-Nicholas Varsos, 24 Aidiniou Str., New Smyrna, Athens. I.R.-288.

India

Centrifugal, other pumps. Direct purchase and commission agency. Marshall Sons & Co. (India), Ltd. (sales, indent agent), 33/1 Netaji Subhas Rd., Calcutta 1. WTD 6/25/62. List of pumps available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675).

● Pressure pumps, 8, 500 p.s.i., discharge of 30/35 g.p.m., mounted with prime mover on skid frame, 12/15 BHP at 1,500 r.p.m. diesel, spares including 2 power units. Tender SE-595, bid deadline Feb. 6. Needed by Geological Survey of India. Tender forms, specs. available free from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.★ (WO 7-5589.)

Iran

● 1 compressor, 30 ATM pressure, 930 r.p.m., water cooled, 12 hp. electric motor, 3 ph., 380 v. a.c., 50 c. Submit bids, specs., delivery date to Iranian State Railways, Tehran.

Italy

★★ Gasoline driven pumps, diesel engines. A.M.I.T. Apparecchi Macchine Impianti Tecnici, Via Tarchetti, 1, Milan. I.R.-377.

★★ Agency for machine tools used for aerating conserving cement. Rag. Arnoldo Borgato, Via Ciccone, Naples. I.R.-540.

★★ Agency for pumps, irrigation equipment. Audoli & Bertola, 251 Corso Vercelli, Turin. I.R.-597.

Netherlands

For industrial use: pneumatic equipment, such as air tools, automation tools, air operated pumps; hydraulic equipment such as high pressure lines, valves; equipment for general use in manufacturing plants. Direct purchase and agency. Technische Handel Mij. Van Rooy Dorsman N.V. (importing distributor), 108-14 Regulierdwarsstraat, Amsterdam.

Pakistan

■ Horizontal, 4 stroke cycle, water cooled diesel engine, developing 10-11 BHP at

500 r.p.m. under N.T.P., complete with accessories, tools, instruction books; vertical, 4 stroke cycle, 2 cylinder, water cooled diesel engine, single ph., 230 v. a.c., self-priming pumping set; standard, monobloc, centrifugal pump, complete with 2 hp. drip and splash proof squirrel cage; portable pumping sets mounted on pneumatic wheels. Loan 53; U.S. source. IL 054791. Credit amount $11,340. Bid deadline Jan. 18. Gillanders Arbuthnot & Co. (Pakistan), Ltd., Jahan Bldg., P.O. Box 172, Quaid-e-Azam Rd., Chittagong. Cable: GILLANDERS.★

Spain

★★ Submersible pumps. Agency. Juan Otero Mayals, Garcia de Vinuesa 30, Sevilla. I.R.-348.

★★ Valves; mechanical, expansion; for flow of liquids, gases. Agency. Industesa, Plaza Tetuan 9, Barcelona. NCIA. I.R.-438.

★★ Fire extinguishers, alarm systems. Exclusive distributor. Jovacam, San Vicente 79, Valencia. I.R.-416.

★★ Firefighting trucks, pumps, alarm systems, accessories. Exclusive distributor. Industrias Parsi, S.L., Calvo Sotelo 52, Zaragoza. NCIA. I.R.-353.

★★ Firefighting equipment, especially high pressure pumps, automatic fire alarm systems, water pumps, equipment for tugboats. Exclusive distributor. Defensa Contra Incendios S.A. (D.C.I.S.A.), Antonio Vicent 65, Madrid. I.R.-516.

★★ Portable fire pumps. Distributor. Jose Burguet Roca Sucs., S.L., Medico Esteve 7 y 9, Valencia. I.R.-500.

★★ Pressure pumps. Exclusive distributor. Antonio Martinez-Iniguez, Menendez Pelayo 32-34, Sevilla. I.R.-478.

★★ Refrigeration equipment, components such as compressors, condensers, tubes, motors. Exclusive distributor. Industrias Frigorificas Sevilla S.L., Monte Carmelo 23, Sevilla. I.R.-477.

★★ Refrigeration compressors from 1½-7½ hp. Exclusive distribution leading to license. Ramon Vizcaino S.A., Aptdo. 36, Pasajes (Guipuzcoa). WTD 7/30/62. I.R.-575.★

★★ Industrial compressors, pneumatic tools, speed reducers. Agency. Francisco Morales Morales, Cardenal Lluch 42, Sevilla. I.R.-615.

★★ Office machines. Distributors. Carmelo Venero Anacabe, Alameda San Mames 40, Bilbao. I.R.-775.

357 Office, Computing, Accounting Machines

Italy

★★ Agency for card sorting machines. APPSA di Fausto Stella, Via Andrea Doria 15, Palazzo Borsa, Turin. WTD 12/15/59. I.R.-392.

Spain

★★ Used typewriters. Migrap, Rambla Cataluna 112, Barcelona. I.R.-279.

★★ Refrigerated storage warehouse to preserve fruit, 600 ton cap. Alvaro Oltra Lluch, Plaza Caudillo 4, Valencia. I.R.-380.

358 Service Industry Machines

Germany

Laundry presses for dehydrating colth, rugs or large size laundry pieces; requests price quotations c.i.f. Hamburg or f.o.b. ocean carrier with descriptive literature. Ellerwerk Otto Ellerbrock (manufacturer, importer, sales agent), Steilshooper Str. 102-116, Hamburg 33. WTD 4/22/60.

Greece

★★ Shirt ironing machine. Basil Antonopoulos, 23 Gerokostopoulou Str. Patras. I.R.-254.

Italy

★★ Air-conditioning units for use in buses. FRATELLI LAZZI, Via Mercandate, Florence. WTD 4/7/54. I.R.-325.

★★ Air-conditioning equipment. ORINOCO S.r.l., Viale Majno, 3, Milan. WTD 12/15/61. I.R.-277.

★★ Refrigerator units. Ferfrigor S.r.l., Via Brigata Liguria, 73 r, Genoa. I.R.-623.★

★★ Agency for industrial, home air-conditioning equipment. Giuliano Gallichi, Via S. Giacome 24, Naples. I.R.-544.

★★ Agency for automatic coin-operated vending machines. SALESMATIC S.A.S., Via F. Filzi, 2, Milan. I.R.-539.

★★ Agency for snowmaking machinery. S.T.A.E. (Development of Tourism in Appenine Mountains), Piazza Galileo, 6, Bologna. I.R.-530.

Japan

Air-conditioning units, window type. Direct purchase and agency. Nambu Denko Co., Ltd. (Nambu Denko K.K.) (manufacturer, wholesaler, distributor), 1 Tamachi 6-chome, Akasaka, Minato-ku, Tokyo.

Norway

Commercial laundry machines, such as automatic washing machines, laundry presses for coats, shirts, ironers, folding machines, feeding machines for ironers, extractors, conveyors. Direct purchase and agency. P. Wessel Schwabe (importing distributor, manufacturer's agent), 10b Tomtegaten, Oslo. WTD 12/4/62.

Sweeping, vacuum floor cleaning machinery for industrial plants. Nordstrom & Nordstorm (importing distributor), 111 Bygdo Alle, Oslo. WTD 6/21/60.

Saudi Arabia

Domestic air conditioners. Sharqawi (importing distributor, retailer, electrical contractor), P.O. Box 744, Jidda. WTD 6/12/62.

Spain

★★ Potato weighing machines, supermarket fixtures. A. Roca Carreras, Balmes 180, Barcelona. NCIA. I.R.-427.

★★ Coin operated vending machines. Agency. Rius S.A., Av. Emperador Carlos 1, n° 155, Barcelona. NCIA. I.R.-363.

★★ Ice cube making machines for small bars, restaurants. Agency. Eduardo Oiero, Velazquez 29, Madrid. NCIA. I.R.-299.

★★ Cold storage warehouse; design, construction. Interfrisa-Internacional Frigorifica S.A., Caballero de Gracia 34, Madrid. I.R.-518.★

★★ Hotel, bar, institutional equipment for kitchens in stainless, chrome; sinks, ice cube makers, walk-in freezers, servers. Frikey S.A., Alejandro Ferrant 8, Madrid. I.R.-515.

★★ Machines for scrubbing, polishing terrazo flooring. Limpiezas "La Veloz," Martinez Cubells 4, Valencia. I.R.-497.

★★ Industrial refrigeration equipment. Distributor. Carmelo Venero Anacabe, Alameda San Mames 40, Bilbao. I.R.-775.

★★ Meat market refrigerated display cases for both frozen, chilled foods. Exclusive distributor. Ramo Vizcaino S.A., Aptdo. 36, Pasajes (Guipuzcoa). WTD 7/30/62. I.R.-575.★

Tunisia

Complete set of 4 ironing presses with steam generator, compressor; requests replies in French. Maison Modele (importing distributor, manufacturer), 72 ave. H. Bourguiba, Tunis. WTD 11/14/62.

Venezuela

Complete laundry installations, equipment. Direct purchase and agency. Segura & Cia. C.A. (importing distributor, sales agent), Aptdo. 2347 or Peligro a Pele el Ojo 24-1, Caracas. WTD 11/24/62.

359 Miscellaneous Machinery

Italy

★★ Line of machines for assembling screws, rivets; ball-bearing assembly units also. Studio Internazionale per l'Automazione, Via Papacino, Turin. NCIA. I.R.-590.

361 Electric Transmission, Distribution Equipment

Australia

● Supply of 170 oil immersed distribution transformers: 10 15 kv.-a., 11,000/500-250 v. single ph.; 10 25 kv.-a., 11,000/500-250 v. single ph.; 100 10 kv.-a., 22,000/500-250 v. single ph.; 40 15 kv.-a., 22,000/500-250 v. single ph.; 10 25 kv.-a., 22,000/500-250 v. single transformers. Tender 343, bid deadline Jan. 21. Hydro-Electric Commission, Elizabeth St., Hobart, Tasmania.★ (WO 7-4242.)

Costa Rica

● Supply of 2 950 kv.-a. transformers. Tender 798, bid deadline Jan. 24. Instituto Costarricense de Electricidad. San José. Specs. in Spanish, for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Ecuador

● Supply of insulated, uninsulated conductors; distribution transformers; insulators, bolts, clamps, connectors, accessories. Bid deadline Jan. 26. Specs. available from Empresa Electrica, P.O. Box 446, Ambato, for $5.50, nonrefundable.

Greece

● Supply of 200 6.6 kv., 400 a. outdoor type isolators. Tender PAP/816, bid deadline Jan. 29. Estimated value of contract $36,700. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens.★ (WO 7-4242.)

India

● Supply of instrument transformers. Tender PE-SPEC-139, bid deadline Feb. 14. Specs. available from Controller of Purchase & Stores, Damodar Valley Corp., for $10.50. Copy of specs. available for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C.★ (WO 7-4242.)

Italy

★★ Agency for pneumatic, electrical, electronic instruments, as well as liquid flow measuring devices. MAZZUCOTELLI, Via Giuba, 17, Milan. I.R.-644.

★★ Agency for electrical control panels, electric apparatus for industrial automation systems. Ditta Orsi Renato Impianti Elettrici Industriali, Via Maragliano 6/1, Genoa. I.R.-622.

★★ Agency for encoders, servomotors, tele and tape printers, components for automatic controls, transducers. Have production capacity to manufacture under license for U.S. firm. D.E.A. Digital Electronic Automation, Corso Unione Sovietica, 28, Turin. NCIA. I.R.-229.

New Zealand

● Supply of 7 single ph., double wound, 16,667 kv.-a.; 220/19.05 kv.-a., 50 c. outdoor type transformers. Tender 413 (ref. 22/26/21), bid deadline Mar. 19. New Zealand Electricity Dept., Private Bag, Wellington.★ (WO 7-4242.)

Pakistan

■ 3 vertical high speed routers with accessories; electric furnace for annealing, hardening of tool; electric furnace for tempering of tools; 2 sets of automatic controls; equipment for drying kilns; 6

electric screw driver hand drills with stand. Loan 194; worldwide. Credit amount $13,000 Bid deadline Jan. 18. Texwood Industries, Ltd., D/75, S.I.T.E., Manghopir Rd., Karachi 16. Cable: SHUTTLES, Karachi. Copies of spec. available from Bank of America, Far Eastern Div., 37-41 Broad St., New York 15.★

362 Electrical Industrial Apparatus

Burma

● Supply of 5 120 kv.-a., 10 60 kv.-a. diesel generator sets, 3 ph., 50 c., 400 v. ±5% with switchboards, spare parts. Tender DPES 53/63, bid deadline Jan. 20. Revolutionary Government of Union of Burma, Office of Director of Procurement, Defense Dept., Rangoon. Specs. available for review only in Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Ireland

Semiautomatic argon arc welding equipment. Golden Vale Farm Products, Ltd. (manufacturer, wholesaler), Charleville, County Cork.

Italy

★★ Agency for specialized electronic apparatus, instruments for industrial automation. Datacontrol S.p.A., Via Bronzino, 13, Milan. I.R.-309.★

★★ Agency for electric motors for use in washing machines, water pumps. Eraldo Biglino & Figli, Via Giovanni Costanzi, 1, Genoa. I.R.-621.

★★ Electronic controls for gear cutting tools. SAMP UTENSILI, Via Triumvirato, 13, Florence. I.R.-300.

★★ Agency for electrical control equipment. Electron S.p.A., (Montecatini), Via Ariberto, 3, Milan. I.R.-349.

★★ Electric motors 25 h.p. and up. Ing. Bonani Officina Elettromeccanica, Marinelli di San Pancrazio (Parma). I.R.-557.

★★ Electric motors. Licet di Ing. U. Pedretti, Via Venaria, 60/8, Turin. I.R.-399.★

★★ Automatic controls for industrial uses. T.A.I., Via Petrella, 21, Milan. I.R.-346.★

Peru

Rebuilt electric generating sets, 10 units, 300-500 kw.; requests replies in Spanish. Industrial Vasca, S.A. (importer, distributor), Huancabamba 1670 or P.O. Box 4274, Lima.

Spain

★★ Electrical industrial apparatus, equipment. Agency. Jose Luis Laguillo, Sagastizabal 1, Sevilla. I.R.-472.

★★ Arc Welding equipment. Agency. Francisco Morales Morales, Cardenal Lluch 42, Sevilla. I.R.-615.

★★ Home, industrial electric equipment, supplies. Exclusive distributor. Comercial de Electricidad S.A., Maria Diaz de Haro 11, Bilbao. I.R.-712.★

363 Household Appliances

Italy

★★ Agency for heating equipment for home, industrial use. Giuliano Gallichi, Via S. Ciacomo, 24, Naples. I.R.-544.

★★ Agency for air-conditioning equipment. Dott. Vittorio Gatta, Via Depretis, 5, Naples. I.R.-543.

Japan

Automatic dishwashers, other kitchen equipment. Direct purchase and agency. Chiyoda Trading Co., Ltd. (Chiyoda Boeki K.K.) (import-export trading co.), 748 Setagaya 4-chome, Setagaya-ku, Tokyo. WTD 12/10/62.

Saudi Arabia

Household appliances, such as refrigerators, washing machines; both new, old models. Sharqawi (importing distributor, retailer, electrical contractor), P.O. Box 744, Jidda. WTD 6/12/62.

Spain

★★ Household electrical appliances. Agency. Jose Luis Laguillo, Sagastizabal 1, Sevilla. I.R.-472.

★★ Domestic, electric heating apparatus. Executive distributor. Antonio Martinez-Iniguez, Menendez Pelayo 32-34, Sevilla. I.R.-478.

★★ Major household appliances. Distributor. Pedro Loiseau, Larana 4, Sevilla. I.R.-658.

★★ Household refrigerators, stoves, washing machines. Agency. Busto Y Salvago S.R.C., Tetuan 18, Sevilla. I.R.-655.

★★ Small electrical household appliances. Agency. Fernando Carmona Jimenez, Estrella 7, Sevilla. NCIA. I.R.-625.

★★ Household electrical appliances wanted by importer of appliances. Exclusive agents. Radio Y Television Carlos Ortega, Gran Via 19-21, Bilbao WTD 1/2/59. I.R.-586.

★★ Manufacturer of electrical home appliances seeks exclusive distributorship of refrigerators, stoves. Electrodomesticos Reunidos S.A., Canarias 10, Madrid. I.R.-527.

★★ Manufacturer of electrical equipment wants exclusive distributorship for household appliances. Ulgor S.C.I., Barrio San Andres, Mondragon (Guipuzcoa). I.R.-780.★

★★ Room air conditioners. Exclusive distributor. Hoytom, Lt., José Maria Escuza 1-3, Bilbao. WTD 9/25/62. I.R.-783.

364 Electric Lighting, Wiring Equipment

Burma

● Supply of internal wiring materials, fluorescent lamp fittings, bulbs, sewing machines, wire, cable. Tender 1/63(COM), bid deadline Jan. 31. Commercial Manager, Commercial Dept., Electricity Supply Board, 502 Merchant St., Rangoon. Copy of specs. available for review only Power and Electrical Equipment Division BDSA. Room 4124, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

Mozambique

Hand torches, head lamps, hunting lamps. Jacaria Hajee Ahmod & Cia. (general merchant, importer, exporter, grocer, commission agent), P.O. Box 511 or ave. Paiva Manso 59, Lourenço Marques. WTD 10/31/61.

365 Radio, Television Sets

Italy

Phonograph records. Direct purchase and agency. Bixio-Societa Azionaria Musicale (importer, publisher), Via Borgogna 7, Milan. WTD 11/28/62.

366 Communications Equipment

Honduras

Radio-telephone system for bus service: a central transmitter to communicate with 45 buses, maximum distrance covered is 25 miles; system to transmit music and advertising from central station to each bus; requests replies in Spanish. Cooperative Alianza de Transportes Inter-urbanos Ltda. (CATI), (cooperative bus line), San Pedro Sula.

Spain

★★ Electronic communication equipment of low power for fishing vessels, automobiles. Agency. Elines-Electronica Industrial Espanola, P. Mendivil 3, Las Arenas (Vizcaya). WTD 1/10/62. I.R.-782.

367 Electronic Components, Accessories

Norway

Electronically controlled power supplies for transistor apparatus. J. M. Feiring A/S (importing wholesaler, manufacturer's agent), 1 Lilletorvet, Oslo. WTD 4/22/60.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Greece

★★ Spark plugs, automative. Agency. George C. Tsatsaronis, 7 Tsimiski St., Thessaloniki. I.R.-294.

Mozambique

X-ray equipment; requests price quotations, catalogs. Sociedade Comercial, Lda. (general merchant, importer, commission agent, dealer), Predio Scala 1° 10-12 or P.O. Box 1044, Lourenço Marques. WTD 2/20/62.

Spain

★★ Products used in manufacture of electric motors, transformers, current alternators, radios, televisions. Miro Corominas, Balmes 368, Barcelona. I.R.-329.

Turkey

X-ray apparatus, equipment, other electromedical apparatus. Dr. Serafettin ve Ortaklari Ticaret Koll. Sti. (importer), Asirefendi Caddesi 17, Istanbul. WTD 8/14/61.

Electromedical apparatus; X-ray apparatus, equipment. Mustafa Tuzun (importer), Hasan Rasih Han 22/9, Babiali Caddesi, Istanbul. WTD 7/19/62.

371 Motor Vehicles, Equipment

Greece

★★ Small U.S. passenger cars (agency). George C. Tsatsaronis, 7 Tsimiski Street, Thessaloniki. I.R.-295

Honduras

Passenger car, bus replacement parts, accessories; requests replies in Spanish. Direct purchase and agency. Cooperative Alianza de Transportes Inter-urbanos, Ltda. (CATI) (cooperative bus line), San Pedro Sula.

Mexico

Automotive accessories, parts. Direct purchase and agency. Comercial Gutierrez, S.A. (importer, wholesaler, retailer), Padre Mier 834 Oriente, Monterrey, Nuevo Leon. WTD 12/18/62.

Automobile accessories, parts. Camiones, Automoviles y Accesorios, S.A. (dealer), 20 de Noviembre 400 Oriente, Durango, Dgo. WTD 12/11/62.

Morocco

Automotive spare parts: ring gears, pinions; differential cases, parts; transmission gears. Direct purchase and agency. Samayran (importer, wholesaler, retailer), ave. Mohamed V, Tangier. WTD 10/17/61.

Mozambique

Automotive equipment, spare parts, ac-

cessories. Direct purchase and exclusive agency. Sobressalentes de Automoveis, Lda. (importer, retailer, dealer), 9-A, 9B ave. Luciano Cordeiro or P.O. Box 1531, Lourenço Marques. WTD 6/22/61.

Netherlands

Garage equipment, motor reconditioning tools, service station equipment. Direct purchase and agency. Technische Handel Mij. Van Rooy Dorsman N.V. (importing distributor), 108-14 Reguliersdwarsstraat, Amsterdam (C).

Automotive accessories, full range. Telex van Doornik N.V. (importer, wholesaler), 34 Wegastraat, The Hague.

Spain

★★ Automobile parts, complete line. Distributor. Fernando De Diego, Batalla de Brunet 10, Madrid. I.R.-298.

★★ Auto body component parts, accessories. Agency. Santiago Calvet Romaguera e Hijo, Consejo de Ciento 27, Barcelona. NCIA. I.R.-424.

★★ Automotive parts. Agent. Antonio Franco Bonache, Isabel la Catoloca 30, Murcia. NCIA. I.R.-390.

★★ Hydraulic transmissions. Agency. Ingenieria Espanola "Ingespa," S.A., P. Manjon 9, Zaragoza. NCIA I.R.-358.★

★★ American automotive parts. Distributor. Sociedad Espanola De Auto-Recambios Ltda., Colon 13, Valencia. I.R.-402.

★★ Parts, accessories, service items for American, European cars. Forcada Agency, P-Pamplona 1, Zaragoza. NCIA. I.R.-359.

★★ Trucks, Agency. Rafael Carrion, Torre de Madrid, Madrid. I.R.-514.

★★ Automobile parts, accessories. Exclusive distributor. Talleres Frema, Comandante Zorita 40 y 42, Madrid. I.R.-512.

★★ Automotive parts. Exclusive distributor. Auto Servicios Mack, Perez Galdos 24, Bilbao. I.R.-545.

★★ Automotive parts. Agency. Roberto Estefania Lobato, V. de la Via 37, Logrono. I.R.-717.

★★ Novelties, accessories for automobiles. Vulcano S.A., Av. Portugal 9, Huelva. I.R.-642.

★★ Auto parts, fuel additives, car polishes. Cheauto, Carlos Haya 9, Bilbao. I.R.-689.★

★★ Automobile parts manufacturer interested in supplementry parts, machinery. Manufacturas Anga, Sancho el Sabio 21, Vitoria. I.R.-698.

★★ Automotive parts. Agency. Unzueta Y Domingo, Alameda Recalde, Bilbao. I.R.-742.

Turkey

● Trolley buses, 24, 550 v. d.c.; motorbuses, 30, 130-50 hp. diesel engines. Bid deadline Feb. 28. ESHOT (Public Utilities Office), Ismir. Tender specs., other documents, in Turkish, available from above office for $55.55 (500 lira). Important factor type of terms asked by manufacturer, generous credit terms desired by Municipality.

Venezuela

Auto spare parts, accessories. Direct purchase and agency. C.A. Distribuidora de Equipos Modernos (importing distributor), Palo Blanco a Palo Negro 61-B, San José, Caracas. WTD 11/21/62.

373 Ship, Boat Building, Repairing

Ecuador

Tuna fishing boat, used, 150 tons; prefers purchase from West Coast port; will inspect; requests replies in Spanish. Javier Zunzarren V. (ship repairer), Calle Leonidas Plaza y 10 de Agosto or P.O. Box 5361, Guayaquil. WTD 12/7/62.

Italy

Pleasure boats. Direct purchase and agency. Motonautica Buccaneer (importer, sales agent, repairer), Lungotevere Porto di Ripa Grande 15, Rome. WTD 12/4/62.

381 Engineering, Laboratory, Scientific, Research Instruments

Italy

Microdosing pumps for laboratories. Direct purchase and agency. San. De (agent), Via R. Serra 14, Milan. WTD 9/18/62.

Mozambique

Soil testing machinery, equipment; requests price quotations, catalogs. Sociedade Comercial, Lda. (general merchant, importer, commission agent, dealer), Predio Scala 1°, 10-12 or P.O. Box 1044, Lourenço Marques. WTD 2/20/62.

Spain

★★ Scientific, school laboratory equipment. Agency. Fernando Martinez Tena, Av. Baron de Carcer 32, Valencia. NCIA. I.R.-496.

★★ Laboratory equipment, materials. Exclusive agents. Central Quimica, Av. del Ferrocarril 10, Bilbao. I.R.-582.

★★ Scientific, laboratory equipment. Alonso Alegre Y Cia, Aquirre 9, Bilbao. I.R.-583.

★★ Scientific instruments for school, industrial uses. Agency. Carlos Flores Lasarte, Carlos Canal 7, Sevilla. NCIA. I.R.-609.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Japan

Chlorine flowmeter. Sumitomo Shoji Kaisha, Ltd. (Sumitomo Shoji K.K.), Tokyo Office (importer, exporter), New Sumitomo Bldg., 8 Marunouchi 1-chome, Chiyoda-ku, Tokyo. WTD 8/11/62.

Spain

★★ Control, regulation instruments, i.e., microflow valves, nucleonic density measuring instruments for cement. Agency. Maquinaria De Produccion S.A., Balmes 83, Barcelona. I.R.-280.★

384 Surgical, Medical, Dental Instruments, Supplies

Ceylon

● Supply of zinc oxide plaster adhesive B.P.C. Bid deadline Feb. 22. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★ (WO 7-2939.)

Germany

Surgical instruments, hospital equipment. Direct purchase and agency. H. Windler KG (importer, wholesaler, retailer), 8 Genthiner Str., Berlin 30. WTD 12/17/62.

Italy

Dental supplies, particularly dental prosthesis. Direct purchase and agency. Laboratorio Swedion di Ugo Peloso (dental laboratary, manufacturer's agent), Via Maqueda 8, Palermo, Sicily.

Mozambique

Surgical equipment; requests price quotation, catalogs. Sociedade Comercial, Lda. (general merchant, importer, commission agent, dealer), Predio Scala 1° 10-12 or P.O. Box 1044, Lourenço, Marques. WTD 2/20/62.

Spain

★★ Hospital equipment. Agency. Vicent-Miquel, Baron de Carcer 48, Valencia. NCIA. I.R.-312.

★★ Microscopes, surgical tools, other medical instruments. Agency. Jesus Pascual Perez, San Juan de la Cruz 13-15, Zaragoza. NCIA. I.R.-296.

★★ Doctors', dentists' equipment, implements. Agency. Fernando Martinez Tena, Av. Baron de Carcer 32, Valencia. NCIA. I.R.-496.

★★ Safety devices for skyscraper window cleaning. Limpiezas "La Veloz," Martinez Cubells 4, Valencia. I.R.-497.

★★ Safety equipment for industry. Cirilo De Gana Ltd., Rodriquez Arias 31, Bilbao. I.R.-588.

★★ Fillings, plates, other materials for dental industry. Exclusive distributor. Deposito Dental Plasticoden, Buenos Aires 17, Bilbao. I.R.-549.

Turkey

Surgical operating instruments; operating room equipment; ophthalmic equipment, instruments. Dr. Serafettin ve Ortaklari Ticaret Koll. Sti. (importer), Asirefendi Caddesi 17, Istanbul. WTD 8/14/61.

Surgical operating instruments; sterilizing equipment; hospital laboratory equipment. Mustafa Tuzun (importer), Hasan Rasih Han 22/9, Babiali Caddesi, Istanbul. WTD 7/19/62.

386 Photographic Equipment

India

▪ Metal decorating line, coating line, complete photolitho equipment for making litho plates, duplex gang slitter with automatic feeder. Loan 157; U.S. source. IL 989818/DLF-157/61. Ref. 4(111)/62-AID-II. Bid deadline Jan. 26. Poysha Industrial Co., Ltd. Messent Rd., P.O. Tank Rd., Sewri, Bombay 33.★

394 Toys; Amusement, Sporting, Athletic Goods

England

Sporting goods for sailing, skiing, swimming; permanent buoyancy aids, safety harnesses, yacht and dingy chandlery. Direct purchase and agency. Offshore (Sailing), Ltd. (manufacturer, importer, wholesaler, retailer, exporter), Salcombe, Devon. WTD 12/13/62.

France

Camp equipment, related items, medium priced, including air mattresses of vinyl, rubberized, other fabrics; double, single sleeping bags, accessories, plastic ground cloth; convertible cots; inflatable rubber boats; swimming floats; other new types of sporting articles. Direct purchase and agency for France or section thereof. Palais des Sports (retailer), 92 Cours d'Alsace-et-Lorraine, Bordeaux, Gironde.

Norway

Toys, games. Direct purchase and agency. Arne Embretsen (importing wholesaler, manufacturer's agent), 37 Storgaten, Oslo. WTD 11/7/62.

Spain

★★ Fishing equipment, skis, telescopes, other sporting goods. Borcher Sporting Goods. Barrio Renteria, Guernica (Vizcaya). WTD 10/23/62. I.R.-563.

Venezuela

Toys; requests replies in French. Direct purchase and commission agency. Importadora Harely (commission merchant), Edif. General Urdaneta, Marron a Pelota, Caracas. WTD 11/30/62.

395 Pens; Pencils; Other Office, Artists' Materials

Italy

Office supplies. Ravarini, Castoldi & Co. (agent, manufacturer), Via Gardone 20, Milan.

Spain

★★ Office supplies, drawing supplies. Rius S.A., Av. Emperador Carlos 1, no 155, Barcelona. NCIA. I.R.-363.

★★ Pens. Migrap, Rambla Cataluna 112, Barcelona. I.R.-279.

★★ Ballpoint pen points, barrels, tubes, refills, other equipment necessary for local assembly of ballpoint pens. Alcasa "Industrial Quimica y Comercial," Port-Bou 23, Barcelona. I.R.-418.

★★ Office stationery. Agency. Angel Morenas Amarillo, Bustos Tavera 20, Sevilla. I.R.-485.

★★ Pens, pencils. Agency. Manuel Carmona Salinas, Quintana 27, Sevilla. I.R.-468.

396 Costume Jewelry, Costume Novelties, Buttons, Miscellaneous Notions

England

Costume jewelry; men's jewelry in brass, aluminum, nonprecious metal, wood, plastic, crystal; gift articles such as dolls, novelties. Direct purchase and agency. Gales (Overseas) Co., Ltd. (importing distributor, manufacturer's agent), 158-160 Chandos Rd., Stratford, London, E.15. WTD 12/11/62.

Spain

★★ General giftwares. Agency. Vicent-Miquel, Baron de Carcer 48, Valencia. NCIA. I.R.-312.

★★ Costume jewelry, cuff links, key rings. Agency. Manufacturas C-R, Aptdo. 1209, Valencia. NCIA. I.R.-310.

399 Miscellaneous Manufacturing Industry Products

Italy

Novelties. Ravarini, Castoldi & Co. (agent, manufacturer), Via Gardone 20, Milan.

Netherlands

Gift items, primarily for business promotion efforts. P. Jurriaans & Zoon, N.V. (bookbinder, importer), 76-87 Blankenstraat, Amsterdam.

Spain

★★ Religious articles, key rings, small flashlights, curiosities, low-priced novelties. (Distributor.) Fernando De Diego, Batalla de Brunete 10, Madrid. I.R.-298.

★★ Religious items. Central Catequistica Salesiana, Alcala 142, Madrid. I.R.-376.

503 Dry Goods, Apparel

Spain

★★ Complete range of department store items. E.S.S.A.D.-El Siglo S.A. de Distribucion, Montalegre 4, Barcelona. I.R.-291.

★★ Seeks cooperative relationship with U.S. department store for reciprocal buying, exchange of techniques, possibly joint venture. Galerias Todo S.A., Av. Baron de Carcer 48, Valencia. I.R.-405.★

★★ Ceramics, leather goods, music boxes, toys, sundry novelties, dolls, umbrellas. Jose Miguel Alonso Martinez, Lope de Vega 262, Barcelona. NCIA. I.R.-447.

509 Miscellaneous Wholesale Products

Italy

New bleached cotton remnants, new unbleached stocking remnants, bleached terry cloth remnants. Direct purchase and agency. Bonco & Co. (agent), Via Manzoni 31, Milan. WTD 11/28/62.

New Zealand

Stainless steel scrap obtained from extra full, hard, cold, rolled material, gage sizes 18-20; remnants approx. 10" x 2" acceptable in any high tensile quality grades; quantity up to 3 tons annually. Cutlery-craft Co. (manufacturer, importer, wholesaler), P.O. Box 2050 or 38 Seafield View Rd., Auckland C.3. WTD 11/30/62.

Spain

★★ Nonferrous metal scrap. Agency. Metales Aleados S.A., San Fernando 17, Sevilla. I.R.-332.

★★ Rubber products, chemicals, iron oxide, accelerators for heavy industry, solvents for painting industry, pancreas products, polyethylene, nitritic rubber. Agency. Importadora Espanola de Caucho y Productos Auxiliares, Av. Jose Antonio Primo de Rivera 635, Barcelona. NCIA. I.R.-365.

★★ Used clothing of all types, perferably drycleaned. Ketty Castro, Velazquez 19, Madrid. I.R.-513.

★★ Seeds for vegetables, ornamentals, cereals. Agency. Semillas Alavesas, Plaza de Moyua 3, Bilbao. I.R.-561.

★★ Building materials, equipment. Agency. Manuel Pinero Macias, Granada 6, Sevilla. NCIA. I.R.-624.

★★ Nonferrous scrap metals. Estudios Y Suministros S.A., Espartero 48, Bilbao. I.R.-686.

★★ Building supplies such as plate glass, flexible sealing. Satco S.A., Prim 51, San Sebastian (Guipuzcoa). I.R.-552.

★★ Nonferrous scrap metals. Agency. Ibarroig Importadora S.L., Miguel Unamuno 8, Bilbao. WTD 8/10/61. I.R.-695.

★★ Builders' hardware, hinges, drawer pulls, door knobs, cocks, closers. Agency. Julian M. De Avastuy Echeverria, Miguel de Unamuno 7, Bilbao. I.R.-739.

★★ Nonferrous scrap metals. Letasa S.L., Almeda Recalde 35, Bilbao. I.R.-744.

739 Business Services

Greece

★★ Large poultry processor, grower seeks U.S. services in modernization of present facilities. V.I.O.M., O.E. (in Greek B.I.O.M.) Compound Feeds, Megara, Greece. WTD 8/19/59. I.R.-318.

★★ Self-ashesive tape, medical tapes plant to be constructed; needs technical know-how particularly for glue. Trifon Pantazopoulos, 26 Foklonos Negri, Athens. I.R.-201.

891 Engineering, Architectural Services

Spain

★★ Seeks consultant engineer for design of ice cream plant. Modernas Aplicaciones de la Refrigeracion Industrial S.A., Consejo Ciento 443-45, Barcelona. I.R.-328.

★★ Seeks consultant for design of dehydration plant on farm. Manuel Raventos Blanc (Finca San Miguel y El Pas), Pasaje Foraste 15, Barcelona. NCIA. I.R.-364.★

★★ Wishes to act as agent for U.S. engineering firm. Riviere S.A., Paris 207, Barcelona. WTD 8/8/60. I.R.-373.★

★★ Technical know-how, assistance for manufacture of orange base used in beverages. Derivados De Los Agrios S.A., Av. Oeste 31, Valencia. I.R.-410.

★★ 1,750,000 cu. ft. cold storage, freezing warehouse; design, construction. Interfrisa-Internacional Frigorifica S.A., Caballero de Garcia 34, Madrid. I.R.-518.

★★ Seeks to represent U.S. consulting engineering firm for design, construction supervision of chemical plants. Luis Alfonso Del Portillo, Ercilla 22, Bilbao. I.R.-546.

★★ Seeks technical know-how for modernization of steel foundry, rolling mill. Fundiciones Del Cerro De La Plata S.A., Alcala 1, Madrid. I.R.-540.★

★★ Seeks assistance, know-how for sales, modernization of plant for sheet metal products. Hispano Portuguesa De Electrotecnia A.S., Bravo Murillo 312, Madrid. I.R.-529.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

111 Anthracite Mining

England

Graded, washed anthracite; 150,000 tons annually during summer, winter months, on long-term basis; for delivery in Europe; ton-2,240 lb., but quotations acceptable at short ton rates; requests price quotations for delivery in European port, not f.o.b. U.S. port; prepared to offer cash against documents on European Continent or cash against delivery onboard; monthly cargoes of about 600-1,000 tons of each grade, over 2" and/or ⅜" x 2"; ⅜" x ⅝", ⅜" x ⅞", ⅜" x ¾", ⅜" x 1¼" x 2"; of approx. following analysis on dry basis: fixed carbon 88%, volatiles 7%, ash 4%; calorific value 14, 798 BTU per lb.; sulfur not more than 2%. Ravenswood Co. (anthracite factor), 24 Folland Rd., Garnant, Ammanford, Carmarthen, Wales. WTD 12/18/62.

200 Food

Chile

Food such as rice, beans, condensed and powdered milk, sugar. Luis Molina & Cia. (commission merchant, sales indent agent), Ejercito 559, Santiago. WTD 1/18/62.

Animal feeds, concentrates, vitamin mixtures; requests replies in Spanish. Ignacio Olivares Uteaux e Hijos y Cia. (food broker), Agustinas 407/975, Casilla 3347, Santiago. WTD 1/29/62.

Spain

Corn, oats, rye, beans, hay. Agency for Canary Islands territory. Agustin Torres G. (commission merchant), Sr. de Las Tribulaciones 2, Santa Cruz de Tenerife, Canary Islands. WTD 9/12/62.

Corn, wheat. Ignacio de Torres Solanot

(importer, exporter), Edificio Santo Domingo, Jacometrezo 4-6, Madrid 13. WTD 12/3/62.

209 Miscellaneous Foods

Haiti

Soybean, cotton seed, corn oil. Fernand Cartwright (manufacturer's agent, importer), 40 rue Pavee or P.O. Box 556, Port-au-Prince. WTD 4/20/61.

220 Textile Mill Products

England

Upholstery, furnishing fabrics. Charles Martin (manufacturer's agent), 28 Colney Hatch Lane, London, N.10. WTD 12/14/62.

225 Knitwear

Norway

Socks for men, children. Olaf Jerstad (manufacturer's agent), 6 Bjorn Farmandsgate, Oslo. WTD 10/25/62.

228 Yarn, Thread Mill Products

Norway

Yarns, manmade and cotton, for textile mills. C. B. Barth & Co. (importer, wholesaler, manufacturer's agent), 33 Parkveien, Oslo. WTD 12/6/62.

249 Miscellaneous Wood Products

England

Wood turnery for furniture trade. Charles Martin (manufacturer's agent), 28 Colney Hatch Lane, London, N.10. WTD 12/14/62.

280 Chemicals, Related Products

Brazil

Fine chemicals; pharmaceutical, industrial. Marcel W. Vosters (sales agent), Rua Barao de Itapetininga 93, Caixa Postal 6619, São Paulo. WTD 3/27/62.

Chile

Pharmaceutical products, toiletries, anilines; requests replies in Spanish. Instituto Sanitas y Anilinas S.A. (manufacturer), Franklin 741, Casilla 2917, Santiago. WTD 12/3/62.

281 Industrial Chemicals

Argentina

Special additives for industrial use. Micheli, Industrial y Comercial, Sociedad de Responsabilidad, Ltda. (manufacturer of demineralizers, softeners, detergents, degreaser additives, deoxidizers, anticorrosives, boiler cleaning compounds), Avda. La Plata 1751, Buenos Aires. WTD 10/24/62.

Netherlands

Industrial raw materials in chemical field. Tamboer & Co. N.V. (manufacturer, importer, wholesaler), 12 Koningin Wilhelminalaan, Haarlem.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Norway

Plastic metallized foil for production of Christmas decorations, window display material, packaging of foods, cigarettes. J. A. Jocobsen (manufacturer's agent), 15 Ole Vigsgate, Oslo. WTD 12/7/62. Samples available on loan from Trade Opportunities Staff, BDSA 111, Room 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675.)

South Africa

Synthetic rubber. Agency for Republic of South Africa. W. K. Croxton (Pty.), Ltd. (manufacturer's representative), 16 Murray Ct., 377 Smith St., Durban, Natal.

Turkey

Plastics materials, such as vinyl polystyrene, polyethylene. Yasef Aseo (sales agent), Tarhan Han 19, Tahtakale, Istanbul. WTD 10/23/62.

283 Drugs

Chile

Complete line of pharmaceutical products. Establecimientos Chileanos Colliere, Ltda. (importer, wholesaler, manufacturer), Av. Zanartu 1370, Casilla 3247, Santiago. WTD 5/25/62.

Surinam

Patent medicines. A. F. Robles de Medina (importer, agent), Zwartenhovenbrugstraat 3 or P.O. Box 8, Paramaribo. WTD 12/12/62.

284 Cosmetics

Chile

Complete line of cosmetic products. Establecimientos Chileanos Colliere, Ltda. (importer, wholesaler, manufacturer), Av. Zanartu 1370, Casilla 3247, Santiago. WTD 5/25/62.

285 Paints, Varnishes, Lacquers, Enamels

England

Anticorrosive finishes. Exclusive agency. Stedall Industrial Products, Ltd. (importing distributor, manufacturer's agent), 192-204 Pentonville Rd., Kings Cross, N.L. WTD 12/13/62.

291 Petroleum Refining Products

France

Lubricants. Ets. David (wholesaler), 35 rue Jeannin, Dijon (Cote d'Or). WTD 11/9/62.

Germany

All kinds of finished petroleum products, including additives. "Miramar" Zimmermann & Co. G.m.b.H. (importer, exporter, wholesaler, sales agent, broker), Schoene Aussicht 14a, Hamburg 22.

303 Reclaimed Rubber

South Africa

Reclaimed rubber. Agency for Republic of South Africa. W. K. Croxton (Pty.), Ltd. (manufacturer's representative), 16 Murray Ct., 337 Smith St., Durban, Natal.

307 Miscellaneous Plastics Products

France

Artistic polyester panels; requests replies in French. Niderkorn, Rayer & Cie. (dealer), rue de Chambenoist or P.O. Box 43, Provins (Seine & Marne).

Netherlands

Rigid, semirigid polyethylene packaging containers. Handelsonderneming J. J. Schiphorst (wholesaler, importer), 71 Brinkgreverweg, Deventer.

331 Steel Mill Products

Brazil

Tinplate. Marcel W. Vosters (sales agent), Rua Barao de Itapetininga 93, Caixa Postal 6619, São Paulo. WTD 3/27/62.

India

Railroad track materials: standard (heavy) rails 60 lb. per yd. and above; joint bars for rails; switch ties for rails including cross ties; bars, plates for fabricating switch ties; commercial quality carbon sheets 18-30 U.S. gage; bright hard wire galvanized, nongalvanized; 10-20,000 tons involved. Industrial Importers Pvt., Ltd. (commission merchant), 34 Stephen House, 4 Dalhousie Sq. E., Calcutta 1. WTD 10/5/59.

342 Cutlery, Handtools, General Hardware

Australia

Domestic, trade knives; engineers', carpenters', sheet metal handtools; average-high quality. Exclusive agency. Carr & Elliott Pty., Ltd. (manufacturer's agent), 122 Day St., Sydney. WTD 11/14/62.

England

Fastenings, hardware, handtools for builders, contractors, engineers. Exclusive agency. Stedall Industrial Products, Ltd. (importing distributor, manufacturer's agent), 192-204 Pentonville Rd., Kings Cross, N.1. WTD 12/13/62.

Metal fittings, hardware for furniture trade. Charles Martin (manufacturer's agent), 28 Colney Hatch Lane, London, N.10. WTD 12/14/62.

South Africa

Handtools, hardware for cabinet making, furniture trade, household use, building trade. Agency for Republic of South Africa. Gelmar (Pty.), Ltd. (manufacturer's representative), Security House, Durban Club Pl., or P.O. Box 2753, Durban. WTD 12/7/62.

Turkey

Handtools. Yasef Aseo (sales agent), Tarhan Han 19, Tahtakale, Istanbul. WTD 10/23/62.

351 Engines, Turbines

Turkey

Motors to mount on bicycles to transform them into motorbikes. Takvor Guleryuz (importer, sales agent), Istiklal Caddesi 34, Beyoglu, Istanbul. WTD 8/10/60.

353 Construction, Mining, Materials Handling Machinery, Equipment

Brazil

Mining equipment, Decauville rails. Marcel W. Vosters (sales agent), Rua Barao de Itapetininga 93, Caixa Postal 6619, São Paulo. WTD 3/27/62.

India

Construction machinery such as bulldozers, shovels, graders, scrapers, dumpers, low-bed trailers, conveyors, conveying equipment, cranes including railroad breakdown cranes; mining machinery including coal breakers, haulers, mine cars, mine locomotives, conveyors, conveying equipment. Kamani Engineering Corp., Ltd. (manufacturer), Agra Rd., Kurla (North), Bombay 70 (registered office: Kamani Chambers, Nicol Rd., Ballard Estate, Bombay 1). WTD 4/18/61.

Iran

Mechanical drum lifting equipment; following sizes of drums preferred: external height 34¾", external diam. 23¾", cap. 200 l. petroleum products. N. Zand Shirazi & Partners (importer), 20 ave. Dameghan, ave. Villa, Tehran. WTD 2/28/62.

Pakistan

Road sweepers, mechanical type, mounted on heavy duty chasis; tractors, implements; earthmoving equipment. J.K. Motors (importer, manufacturer's agent), 1 Beaumont Rd., Karachi 4.

354 Metalworking Machinery, Equipment

Netherlands

New machinery, equipment in field of surface treatment of metals, such as grinding, scouring, polishing apparatus, materials. N.V. v/h van Duyl's Machinehandel (importer, wholesaler, agent), 17 Jufferstraat, Rotterdam 1. WTD 12/7/62.

Turkey

Portable hydraulic presses for pin, bush, sprocket, servicing of crawler tractors; heavy duty maintenance, servicing equipment, tools for stationary diesel engines, water turbines, steam turbines, general purpose machine tools. Nuri Durukan-Genel Teknik Donatim Muessesesi (importer, exporter), Rihtim Caddesi, Veli Alemdar Han Kat 7 31, Galata, Istanbul. WTD 11/14/62.

355 Special Industry Machinery

Chile

Fruit packing machinery. Alfredo Lewy & Cia., Ltda. (importer, wholesaler), Agustinas 972, Office 417, Casilla 9165, Santiago. WTD 5/22/62.

Cotton textile machinery, implements, equipment, raw materials for textile trade, such as caustic soda. Recabarren & Cia., Ltda. (importer, wholesaler), Alameda B. O'Higgins 1302, Office 41/43, Casilla 1961, Santiago. WTD 5/25/62.

357 Office Machines

England

Office equipment. Redington Trading Co., Ltd. (importer, factory), 66 Broad St. Ave., London, E.C.2. WTD 12/11/62.

358 Special Industry Machines

Argentina

Industrial water treating equipment. Micheli, Industrial y Comercial, Sociedad de Responsabilidad, Ltda. (manufacturer), Avda. La Plata 1751, Buenos Aires. WTD 10/24/62.

France

Lubricating apparatus. Ets. David (wholesaler), 35 rue Jeannin, Dijon (Cote d'Or). WTD 11/9/62.

New Zealand

Water filters, filter candles for water purification. R.E.K., Ltd. (distributor), P.O. Box 123, Wellington. WTD 11/16/62.

Turkey

Fuel metering, dispensing pumps; lubrication equipment for garages, field service stations. Nuri Durukan-Genel Teknik Donatim Muessesesi (importer, exporter), Rihtim Caddesi, Veli Alemdar Han Kat 7 31, Galata, Istanbul. WTD 11/14/62.

360 Electrical Machinery, Equipment, Supplies

Germany

Bulbs, fluorescent lamps, electrodes for high tension fluorescent lamps, flashlights, batteries, electrical cable, wiring. Exclusive sales agency. Paul Kohl (sales agent), Donaustr. 22, Bremen.

Wire, radio communication equipment, accessories used in marine, aircraft industries, including construction elements for high frequency engineering; complete measuring, controlling installations; electrical measuring devices, instruments; electronic tubes; quartzes, semiconductors. Hansa-Elektronik Willi Moeller (importer-exporter, manufacturer), Hansestr. 18, Bremen. WTD 1/3/61.

362 Electrical Industrial Apparatus

Turkey

Electric generating sets fitted with diesel engines, from 8-150 kw., 220 v., 50 c. Nuri Durukan-Genel Teknik Donatim Muessesesi (importer, exporter), Rihtim Caddesi, Veli Alemdar Han Kat 7 31, Galata, Istanbul. WTD 11/14/62.

363 Household Appliances

Chile

Washing machines. Alfredo Lewy & Cia., Ltda. (importer, wholesaler), Agustinas 972, Office 417, Casilla 9165, Santiago. WTD 5/22/62.

365 Radio, Television Sets

Chile

Radio sets. Alfredo Lewy & Cia., Ltda. (importer, wholesaler), Agustinas 972, Office 417, Casilla 9165, Santiago. WTD 5/22/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Chile

Automobile parts. Alfredo Lewy & Cia., Ltda. (importer, wholesaler), Agustinas 972, Office 417, Casilla 9165, Santiago. WTD 5/22/62.

372 Aircraft, Parts

Burma

Aircraft spare parts. Maung Pe Than (commission agent, manufacturer's representative), 32 25th St., Rangoon. WTD 12/11/62.

Pakistan

Light aircraft with single, twin engines. J.K. Motors (importer, manufacturer's agent), 1 Beaumont Rd., Karachi 4.

381 Engineering, Laboratory, Scientific, Research Instruments

France

Nuclear controls, instruments. Exclusive agency. Consortium de Precision Industrielle (importer, wholesaler), 57 ave. d'Ilena, Paris 16e. WTD 8/2/62.

386 Photographic Equipment, Supplies

Chile

Blueprinting, related reproduction equipment; requests replies in Spanish. Luis Azocar P. (blueprinter, photostater), Moneda 1062, Santiago. WTD 1/23/62.

394 Toys, Sporting Goods

Indonesia

Plastic toys. Sundries Dept., P. N. Fadjar Bhakti (importing distributor), 12-14 Djalan Malaka, Djakarta. WTD 7/6/61.

South Africa

Sporting goods, such as fishing tackle, golf clubs, baseball equipment. Agency for Republic of South Africa. Gelmar (Pty.), Ltd. (manufacturer's representative), Security House, Durban Club Pl., or P.O. Box 2753, Durban. WTD 12/7/62.

395 Pens

Turkey

Refills for ballpoint pens. Yasef Aseo (sales agent), Tarhan Han 19, Tahtakale, Istanbul. WTD 10/23/62.

399 Miscellaneous Manufacturing Industry Products

England

Cocktail bar accessories, gadgets, novelty gift articles; payment, shipping instructions available from Gillespie & Co., Inc., 2 Broadway, New York 4, U.S. agent of Original Products. Exclusive agency. Original Products (Marylebone), Ltd. (importing distributor, manufacturer), 86 George St., Portman Sq., London, W.1. WTD 12/13/62.

Turkey

Novelties in plastic, other materials. Yasef Aseo (sales agent), Tarhan Han 19, Tahtakale, Istanbul. WTD 10/23/62.

505 Farm Products, Raw Materials

Italy

Calf hides, 3-4 lb. (newborn calf hides), skunks, cow shoulders, cow bellies, croupons; 30-40 metric tons monthly. C.U.P.-Commissionaria Universale Pelli (sales agent), 160 Via A. Diaz, Ponte a Egola (Pisa). WTD 12/7/62.

509 Miscellaneous Wholesale Products

Brazil

Coke for foundries. Marcel W. Vosters (sales agent), Rua Barao de Itapetininga 93, Caixa Postal 6619, São Paulo. WTD 3/27/62.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farm Products

Brazil

Peanuts for human consumption, H.P.S. (hand picked selected) without exterior natural shell, with interior redskin, 60/70 grains per oz., as per contract 75 of I.O. S.A.; in bags of 60 kg. grossfornett, with exterior natural shell in bags of 25 or 33 kg. grossfornett; peanuts for crushing, oil

pressing, without exterior natural shell, with interior redskin, in approx. following datas—8% moisture, 2% foreign matter, oil up to 45%, also soybeans, 14/15% moisture, 17% oil, 1% foreign matter, sesame seeds. Joseph Raphael Lagnado, Rua Florencio de Abreu, 157, São Paulo. WTD 4/8/60.

019 Miscellaneous Commercial Farm Products

Italy

★★ Seeds, small garden plants. F.lli Franchi, Via S. Bernardino, 120, Bergamo. NCIA. I.R.-292.★

195 Small Arms

Italy

★★ Manufacturer of advanced model automatic 12 caliber rifle seeks U.S. agent. Societa Germano Benzoni, Via G. B. Moroni, 98, Bergamo. I.R.-78.★

196 Small Arms Ammunition

Spain

★★ Birdshot. Derivados De Metales, S.A.-Demesa, Barrio de Larrea, Amorebieta (Vizcaya). I.R.-680.

201 Meat Products

Brazil

All kinds of raw, finished hides. Joseph Raphael Lagnado, Rua Florencio de Abreu, 157, São Paulo. WTD 4/8/60.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Italy

★★ Canned tomato products, food specialties, possible joint venture. Montesanto, Via Romagnosi, 48, Piacenza. I.R.-560.

★★ Meat specialties, ham, salami, sausage. Italsalumi, Correggio (Reggio Emilia). I.R.-296.

★★ Canned, fresh fruits. S.r.l. Ortofrutta Italiana, 14, Via Ugo Bassi, Bologna. I.R.-531.

Spain

★★ Tidbits of anchovies in bottles, tins, olive oil. Mariano Palacio Sainz, Laredo (Santander). I.R.-558.

★★ Sardines, anchovies. Conservas Salvarrey, Laredo (Santander). I.R.-566.

207 Confectionery

Greece

★★ Confectionary type of fruit in syrup. Agency. S. Koutsopoulou, L. Zafiropoulou, 37 Gerokostopoulou, Patras. I.R.-255.

Spain

★★ Candy. Gonzalo Crespo, Cristo 11, Estepa (Sevilla). I.R.-632.

208 Beverage Industry Products

Italy

★★ Manufacturer of 2 new types of vermouth seeks U.S. agent. Aperitivi D'Italia, Via Nazionale, 156, Cuneo. I.R.-566.★

Spain

★★ Rioja wine. Bodegas Bilbainas S.A., La Rioja-Logrono. I.R.-737.

★★ Sherry. Hijos De Rainera P. Marin S.A., Sanlucar de Barrameda (Cadiz), Av. Manuel Siurot "Villa Macarena," Sevilla. I.R.-605.

★★ Wines. Hijo de Dolores Gongora, Vda. de Gallego, J.A. Primo de Rivera 63, Villanueva del Ariscal (Sevilla). I.R.-601.

★★ Wines. Tomas Rivero y Hnos. S.L., Molino de Viento 4, Jerez de la Frontera (Cadiz). I.R.-635.

★★ Wines. Vento Galindo S.L., Guillen de Castro 117, Valencia. I.R.-490.

★★ Cocoa liquor for use in chocolate, other cocoa products. Agrupacion Nacional de Fabricantes de Chocolates, Albareda 10 y 12, Sevilla. I.R.-473.

209 Miscellaneous Food Preparations, Related Products

Brazil

Crude peanut oil, first pression, 2% F.F.A., in bulk, peanut extraction meal, as per contract 15 of London Cattle Food Association, i.e., 10% fiber, 2% sand or silica, without castorseed, husks, 50/52% profat, peanut expeller, first pression, 8/10% oil. Joseph Raphael Lagnado, Rua Florencio de Abreu, 157, São Paulo. WTD 4/8/60.

Greece

★★ Vegetable gum for use in paper, food industries. "VIHEP" S.A.-Natural Gums Mills, Keratsini, P.O. Box 1110, Athens. I.R.-284.

★★ Greek olives in bulk. Panas Antonakopoulos-Pyrgos Elias. I.R.-269.

★★ Olive oil, Greek cheese, dried figs, pickled peppers, pickled egg plant. Agency or distributor. Apikiaki Patras (grocery co-op), 14, Pantanassis, Patras. I.R.-274.

Spain

★★ Red peppers. Joaquin Vela—Fabrica De Conserva Vegetables, Mendavia (Navarra). I.R.-771.

★★ Asparagus, pimientos, artichokes, peaches, cherries. Viuda De Cruz Muerza, Aptdo 13, San Adrian (Navarra). I.R.-679.

220 Textile Mill Products

Greece

★★ Hand-loomed fabrics, traditional or pattern. Aris Avouris, 5 Karori St., Athens. I.R.-235.★

224 Narrow Fabrics, Other Smallwares Mill Products

Spain

★★ Textile tape in cotton, rayon, nylon, combinations. Faustino Martinez S.A., Moreria 3, Sevilla. I.R.-482.

225 Knitting Mill Products

Italy

★★ Pure wool full-fashioned knit outerwear for women, children. Leon S. Sassoon, Via G. Rossetti, 7/4, Milan. I.R.-344.

★★ Men, women, children's sweaters of wool, cotton, synthetic fiber in medium-price range. Maglificio Adrien, Seriate (Bergamo). I.R.-372.

★★ High quality knit outerwear. Maglificio Amiens, Via Gervasi, 16, Piacenza. NCIA. I.R.-272.

★★ Fine quality children's knit outerwear. Roby di E. Blengihi, Via Garibaldi, Carru, Cuneo. I.R.-580.

★★ Manufacturer seeks U.S. distributor for men's, ladies', children's fine outerwear. Maglificio Alpino, Calcio (Bergamo). I.R.-369.

★★ Manufacturer of knit bathing suits, knit dress wear seeks distributors for East Coast, West Coast, Florida markets. Donato Faini & Figli, Via Pergolesi, 15, Milan. I.R.-351.★

227 Floor Covering Mill Products

Spain

★★ Carpets, drapery fabrics. Artegran, Isaac Albeniz s/n, Granada. I.R.-688.

★★ Carpets. Noblex S.A., Cortes de Navarra 5, Pamplona. I.R.-661.

230 Apparel, Other Finished Products Made From Fabrics

Greece

★★ Skirts, dresses, scarves, shirts, handbags, curtains, furniture covers. Aris Avouris, 5 Karori St., Athens. I.R.-235★

233 Women's, Misses', Juniors' Outerwear

Italy

★★ Medium-priced readymade ladies' coats, suits, dresses. Distributor or wholesaler. Rosier, Piaggale Accursio, 20, Milan. I.R.-282.

★★ Manufacturer of men's, ladies' shirts seeks U.S. shirtmaker to act as agent, eventually licensing arrangement. Busfac, Albisola Superiore (Savona). I.R.-627.

★★ Quality line of maternity dresses. Europa Industria Confezioni S.p.A., Via Capograsso, Latina, Rome. I.R.-247.

★★ Quality children's clothing. Europa Industria Confezioni S.p.A., Via Capograsso, Latina, Rome. I.R.-247.

238 Miscellaneous Apparel, Accessories

Italy

★★ Cotton gloves; knit, woven to buyer's specifications. Guantificio V. Bonfanti, Via S. Calocero, 2, Milan. NCIA. I.R.-373.

239 Miscellaneous Fabricated Textile Products

Greece

★★ Gloves. Theodore Hous, 4 Panagis Skouze, Athens 123. I.R.-207.

★★ Scarves, tablecloths, place mats, curtains. Workshop of Domestic Industry, 6 Polonia St., Thessalonki. NCIA. I.R.-309.

Italy

★★ Cotton towels, tablecloths. Fili Avanzini de Ger. S.p.A., Via Nino Bixio, 2, Busto Arsizio (Varese). I.R.-308.

242 Sawmill, Planing Mill Products

Surinam

Sawn lumber, especially Basra-Locus, Brownheart. G. Matai Bros., Gonggrijpstraat 185, Paramaribo. WTD 12/12/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Italy

★★ High-grade plywood. Felca Fabbrica Emiliana Legnami Compensati Affini S.R.L., Poviglio (Reggio Emilia). I.R.-291.

251 Household Furniture

Italy

★★ Furniture; antique, copies. Mrs. Floranio Bacigalupo, Corse Europa, 22, Milan. I.R.-645.

★★ Interior decorator with line of

furniture, lighting devices, decorator fabrics seeks U.S. agent for line. I.S.A., Ponte S. Pietro (Bergamo). I.R.-312.★

Spain

★★ Wooden furniture. Amuebladora La Antigua, Matadero 3, Orduna (Vizcaya). I.R.-560.

★★ Antique furniture reproductions. Francisco Rodriguez Modal, Generalisimo Franco 48, Carmona (Sevilla). NCIA. I.R.-626.

★★ Deluxe furniture. Loscertales S.A., Jose de Velilla 3, Sevilla. I.R.-469.★

253 Public Building, Related Furniture

Italy

★★ Aluminum, steel tube chairs, seats, tables for hospital, school, institutional use. Ambrosio, S.p.A., Via Chambery 45/51, Turin. I.R.-586.

274 Miscellaneous Publishing

Spain

★★ Wishes arrangement to translate U.S. books into Spanish. Editorial Gaisa, Jorge Juan 28, Valencia. I.R.-491.

275 Commercial Printing

Greece

★★ Wishes to do printing for U.S. advertising companies in Spain. Jannis Makris, 44 Papadiamantopoulou, Athens. I.R.-282.

277 Greeting Card Manufacturing

Italy

★★ Greeting cards. Agency. S.C.I.A. Stabilimento Cartotecnico Industrie Affini, Via Massenzio Masia, 3 Bologna. I.R.-326.

279 Service Industries for Printing Trade

Italy

★★ Custom printing of postcards, books, using customers' color transparencies, artwork. Arti Grafiche Matelli, Via Spartaco, 34 Milan. I.R.-347.

281 Industrial Inorganic, Organic Chemicals

Italy

★★ Specialized chemicals for industrial, marine, building industries: Sealers, grease removers, antislip, waterproof cement, protective coatings. Inteco International Technical Company, Via Boscovich, 14, Milan. I.R.-285.★

Spain

★★ Fumeric acid, Benzoate. Industrias Quimicas De Luchana, S.A., Luchana-Baracaldo (Vizcaya). WTD 6/16/59. I.R.-761.

★★ Ground washed white barium (SO_4Ba), also barium sulfate ore. Industrias Mineras Del Sur, S.A., Carretera Alcala, Dos Hermanos, Sevilla. I.R.-619.

282 Plastics Materials

Hong Kong

PVC film, sheet, leather cloth embossed with design of modern, oriental styles; PVC compound of all ranges for general use or wire, cable insulation. Thians Plastics Industrial Co., Ltd., 62 Bonham Strand, East Hong Kong, P.O. Box 5732. WTD 8/28/61.

283 Drugs

Ceylon

Herb known as "Cosinium Prestrata." Member, Ceylon Chamber of Commerce, Colombo. Chamber of Commerce Bldg., P.O. Box 274, Colombo.

Italy

★★ Ethical drugs. Inverni & Della Beffa, Via Ripamonti, 99 Milan. WTD 1/59. I.R.-320.

Spain

★★ Liver extract, intrinsic factor. Concentradis Vitiminicos S.L., Aptdo. 143, Pamplona (Navarra). I.R.-553.

287 Agricultural Chemicals

Spain

★★ Agricultural insecticide technique. Fabrica De Insecticides y Fungicides, Sorni 39, Valencia. I.R.-498.

289 Miscellaneous Chemical Products

Brazil

Peppermint oil. Joseph Raphael Lagnado, Rua Florencio de Abreu, 157, São Paulo. WTD 4/8/60.

307 Miscellaneous Plastics Products

Italy

★★ Plastic pipe for irrigation, pressure piping, discharge. Tramat, Via Mantova 36, Turin. I.R.-585.★

Spain

★★ Plastic cloth. El Calatayud Sierra, Guenca 36, Valencia. I.R.-510.

314 Footwear

Italy

★★ High-grade shoes. Vaccari Calzature, Villanova di Castenaso, Bologna. I.R.-334.

Spain

★★ Shoes. D.I.C.A. S.L., Sagasta 4, Valencia. NCIA. I.R.-488.

★★ Shoes. Industrial Valverdena S.A., Valverde del Camino, Huelva. WTD 11/23/62. I.R.-481.

315 Leather Gloves, Mittens

Greece

★★ Men's work, dress gloves; women's leather dress gloves. Theodore Hous, 4 Panagi Scouze, Athens. I.R.-209.★

317 Handbags, Other Personal Leather Goods

Spain

★★ Suede leather ties. Creaciones Patan, Batalla de Brunete 10, Madrid. I.R.-520.

319 Leather Goods

Spain

★★ Leather clothing; suede leather, box calf. Javier Artola Icazategui, Las Dunas 1, San Sebastian (Guipuzcoa). NCIA. I.R.-710.

322 Glass, Glassware

Italy

★★ Ceramics, ornamental glass. Buying agent. Mrs. Floranio Bacigalupo, Corso Europa, 22 Milan. I.R.-645.

Spain

★★ Crystal chandeliers, accessories. Nicanor Perez, Iturribide 39, Bilbao. I.R.-751.

325 Structural Clay Products

Italy

★★ Decorative handmade tile. Dott. Mario Scotto, Ce.vi, Via 25 Luglio, Cava del Tirreni, Naples. I.R.-547.

★★ Floor, wall tile. Agency. Industria Ceramica Vegia, Veggia (Reggio Emilia). I.R.-301.

326 Pottery

Greece

★★ Ceramic statuettes, vases. Aris Avouris, 5 Karori St., Athens. I.R.-235.★

Italy

★★ Chinaware; plain, decorated. Ceramica Besio Corso Statuto, Mondovi, Cuneo. I.R.-396.★

328 Cut Stone, Stone Products

Italy

★★ Marble tile, flooring. Societá Valtesse S.r.l., Via XX Settembre, Bergamo. I.R.-368.

Spain

★★ Spanish marble. Recsa, Cadiz 5, Jerez De La Frontera (Cadiz). I.R.-630.

★★ Spanish marble in blocks. Ruiz Y Coronado Lda., Dr. Serrano Perez 4, Sevilla. NCIA. I.R.-627.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Argentina

Emery wheels, disks. Abrasivos Belgo Argentina, Sociedad de Responsabilidad, Ltda., San Blas 2468, Buenos Aires. WTD 9/7/62.

Burma

Ruby waste for industrial purposes, available stock 500-1,000 lb. monthly; sapphire waste for industrial purposes, available stock 2,000-5,000 lb. monthly. Duwun Trading Co., 8 Oliphant St., Rangoon. WTD 1/24/62. Samples available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Italy

★★ Thermalinsulation products: pipe covering. Officine Gazzetta, Luino (Varese). I.R.-322.★

South Africa

Industrial diamonds. S. Stern Pty., Ltd., P.O. Box 8902, Johannesburg. WTD 8/4/59.

332 Iron, Steel Foundry Products

Italy

★★ Aluminum, bronze, zinc, lead castings, bushings; can be furnished in chrome plate. Officine Fonderie Cervati, Via Valle Canonica, 23, Brescia. I.R.-375.

★★ Steel (forged) flanges ½"/16" diam. Ball bearing races ½"/16" diam. Bernardo Genisio, Via Roma 86, Pont Canavese. I.R.-395.

334 Secondary Smelting, Refining Nonferrous Metals, Alloys

Spain

★★ Spring steel. Aceros Y Fundiciones Del Norte, Pedro Orbegoza Y Cia., S.A., Hernani (Guipuzcoa). I.R.-591.

336 Nonferrous Foundry Products

Italy

★★ Steel molds for casting aluminum, magnesium, zinc. Fonderie Emiliane S.p.A., Via Cairoli, 11, Bologna. NCIA. I.R.-617.

342 Cutlery, Handtools, General Hardware

Spain

★★ Bronze components for furniture—feet, drawer knobs, lamp parts. José Burguet Roca Sucs. S.L., Medico Esteve 7 y 9, Valencia. I.R.-499.

Switzerland

KESO safety cylinders (safety locks). Emil Haenseler, 17 Albisstrasse, Thalwil, Canton of Zurich. WTD 12/3/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

343 Heating Apparatus, Plumbing Fixtures

Italy

★★ Home oil burners. Lamborghini, Pieve Dicienta, Bologna. NCIA. I.R.-619.

Netherlands

Gas burners for glassblowing; silent, adjustable. N.V. Nederlandsche Rontgen Apparatenfabriek Evershed-Enraf, 69 Van Leeuwenhoeksingel, Delft. WTD 11/26/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

344 Fabricated Structural Metal Products

Italy

★★ Aluminum die castings. Samma, Via Chivasso, Cascine Vica, Rivoli, Turin. I.R.-573.

Spain

★★ Cable eyelets. Luacendi, Carlos VII, 51, Basauri (Vizcaya). I.R.-724.

★★ Kitchen, laboratory furniture. Construcciones Metalicas Aries S.A., Covarrubias 26, Madrid. I.R.-513.★

351 Engines, Turbines

Italy

★★ Air cooled 1 & 2 cylinder 7/25 h.p. diesel motors for pumps, small boats; also small generators. ORIA S.p.A., Via Emilia All'Angelo 33, Reggio Emilia. I.R.-234.

★★ Gasoline engines, 3/9 hp., 7/40 hp.; diesel air cooled engines for marine, agriculture use. Lombardini F.I.M., Viale Regina Elena, 18, Reggio Emilia. I.R.-330.★

Spain

★★ Radial drills, lathes, other machine tools. Exclusive distributor. Foradia, Alcoy (Alicante). I.R.-505.★

352 Farm Machinery, Equipment

Italy

★★ Manufacturer of wheat binders seeks U.S. distributor. Costruzioni B C S Motofalciatrici S.p.A., Viale Masini, 161, Abbiategrasso (Milan). I.R.-304.★

★★ Fertilizer spreaders. Distributor. Cenna & Co., S.p.A., Via Torino 19, Crescentino, Vercelli. I.R.-401.

353 Construction, Mining, Materials Handling Machinery, Equipment

Italy

★★ Road sanding equipment, pulverizing machines. Cenna & Co., S.p.A. Via Torino 19, Crescentino, Vercelli. I.R.-401.

354 Metalworking Machinery, Equipment

Italy

★★ Agent for quality cutlery. Coltellerie Riunite Di Caslino E Maniago, Piazza S. Maria Delle Grazie 1, Milan. I.R.-638.★

★★ Agent for electric handtools. ODORICI-O.F.B., Via Carraci 69, Bologna. NCIA. I.R.-608.★

★★ Taps, dies, drills, metal-cutting tools. Challier, ABIT Via Tallucchi 48, Turin. I.R.-591.

★★ Radial arm drills. Distributorship. Dimer-Eredi Dimer Forapani S.A.S., Via Asiago 49, Turin. I.R.-569.★

★★ Automatic dividing engraving milling machine. Meccanica Angelo Taboni, Via Bagni 9, Brescia. I.R.-365.★

★★ Wire drawing machines, wire weaving looms, gears for industrial purposes. S.A.M.P. S.p.A. Meccanica di Precisione, Via della Zecca 1, Bologna. I.R.-333.★

★★ Welding machinery, supplies. RIVOIRA S.p.A., Corso Belgio 107, Turin. I.R.-318.★

★★ Metal-cutting tools. SAVI, Via S. Maria Mazzarello 30/21, Turin. WTD 4/62. I.R.-315.

★★ Boring machines. Agency. Officine Cerutti, Piazza Castello 13, Milan. I.R.-313.★

★★ Heavy machine tools. Agency. Conti Luigi, Malnate (Varese). I.R.-286.★

★★ Grinding machines. Agency. Zocca Gaetano, Piazza Diaz, 7 Milan, 1 Via Paoli, 21-Camerlata (Como). NCIA. I.R.-279.★

Spain

★★ Tool, drill grinders. Talleres Mecanicos Bilbao, Calle Cristo 22, Bilbao. I.R.-715.★

★★ Indexing heads for machine tools. Industrias Zeatz, Apartado 163, Elbar (Guipuzcoa). I.R.-704.★

★★ Machine tools. Dunaiturria Y Estancona S.A., Curuciaga 4, Durango (Vizcaya). I.R.-701.★

★★ Pantograph machines for die sinking with or without hydraulic tracer. I.R.-694.★

★★ Machine tools. Distributor. Geminis S.A., San Marcial 25, San Sebastian. I.R.-580.★

355 Special Industry Machinery

Italy

★★ Shoe making machinery. Sigma Costruzioni Meccaniche, Via S. Giovanni N. 119, Vigevano (Pavia). I.R.-636.

★★ Machinery for manufacture of plastic leakproof caps. R. D. Diana & C., S.p.A., Via Buranello, 85r, Genoa-Sampierdarena. I.R.-626.

★★ Baking equipment. Antonello Orlandi S.p.A., Piazza Bra 28, Verona. I.R.-374.★

★★ Wine, oil processing equipment. Gianazza, Legnano (Milan). I.R.-352.★

★★ Agency for automatic packaging machinery. Wrapmatic, Via della Guardia, 7, Bologna. I.R.-335.★

★★ Ice-cream-making machinery. Piorvitalia, Via Marchesi de Taddei, 3 Milan. I.R.-310.★

★★ Tire repairing machinery. Corghi (Erminio) Elettromeccanica, Correggio Emilia (Reggio Emilia). I.R.-299.★

★★ Agent for candy making machinery. Preci Giovanni Officina Meccanica, Via D. Bianchini, 26, Bologna. I.R.-297.★

★★ Agent for line of terrazzo tile making machinery. Costruzioni Meccaniche Chiesa, Via Tortona, 32, Milan. I.R.-270.★

★★ Tire making machinery. Laudisa, Via Pasubio, 5, Parma. I.R.-271.★

Spain

★★ Waste rendering and processing machinery (agency). Adolfo Castillo Baldor, Ronda 21, 4°, Bilbao. I.R.-730.★

356 General Industrial Machinery, Equipment

Italy

★★ Steel flanges, ball bearings, forged parts. Bernardo Genisio, Via Roma 86, Pont Canavese. I.R.-605.

358 Service Industry Machines

Italy

★★ Machinery for polishing, cleaning floors. Cassani Carlo & C. S.p.A., Besozzo (Varese). NCIA. I.R.-383.

★★ Agents for coin operated drycleaning machinery in California, southern U.S. Fratelli Donini, Via Croce Coperta, 6, Bologna. NCIA. I.R.-615.★

361 Electric Transmission, Distribution Equipment

Italy

★★ Manufacturer of electronic measuring, testing equipment seeks U.S. manufacturer to sell Italian line in conjunction with U.S. line, leading possibly to joint venture. Lael, Via Pantelleria, 4, Milan. I.R.-223.

Netherlands

Electric measuring instruments such as colorimeters, turbidity meters. N.V. Nederlandsche Rontgen Apparatenfabriek Evershed-Enraf, 69 Van Leeuwenhoeksingel, Delft. WTD 11/26/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

362 Electrical Industrial Apparatus

Italy

★★ Electrical products including generators, condensers, transformers, pumps. A. Pellizzari & Figli S.p.A., Via di Marchi, 2 Arzignano (Venice). I.R.-354.★

363 Household Appliances

Italy

★★ Electric shoe polishing machine for home use. Fratelli Griner, Via Zanella, 41, Milan. I.R.-630.

★★ Household electrical appliances. Industrie Trentine Orlandi S.p.A., Piazza Bra, 28, Verona. NCIA. I.R.-386.

Liechtenstein

UNIC battery shaver. Ets. Intraswissa, P.O. Box 34708, Hauptstrasse 33. WTD 12/6/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Spain

★★ Sewing machines (distributor).

Maquinas De Coser "Alfa" S.A., Apartado 30, Eibar (Guipuzcoa). I.R.-578.★

364 Electric Lighting, Wiring Equipment

Spain

★★ Floodlights for ships, trains, etc. Talleres Casajuana, Espartero 32, Bilbao. I.R.-568.

365 Radio, Television Sets

Italy

★★ Radio, TV sets. F.I.M.I. Phonola, Via Montenapoleone, 10, Milan. WTD 1/7/59. ★ I.R.-306.

366 Communication Equipment

France

LUMANDAR apparatus for regulating intensity of traffic signals, public lighting according to daylight. Cometa, Ltd., c.o Le Centre D'Information et de Documentation du Batiment, 100 rue du Cherche-Midi. WTD 4/19/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Italy

★★ Ignition coils. Ribam, S. Lazzero di Savena (Bologna). NCIA. I.R.-607.

★★ Buying agency for Christmas lighting decorations. Mrs. Florania Bacigalupo, Corso Europa, 22, Milan. I.R.-645.

★★ Horns. Elettromeccanica "GS" Di Ganna & Sangiorgi, Via Garibaldi, 175, Casalecchio Di Reno (Bologna). NCIA. I.R.-611.

★★ Agency for high quality gear boxes. Guido Tagliabue S.p.A., Via Alghero, 18, Milan. I.R.-321. ★

★★ Oil seals, head gaskets. Gallino, Via Torino 15, Regina Margherita (Turin). I.R.-319.

★★ Automobile testing equipment. Officine Elettromeccaniche Copparesi "M.Z.," Copparo (Ferrara). I.R.-529.

371 Motor Vehicle Equipment

France

Half axles, universal joints used in automobiles, trucks, special vehicles, electrical and mechanical equipment. Société Glaenzer Spicer, 10 rue Jean-Pierre Timbaud, Poissy (Seine & Oise). Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Spain

★★ Automotive spare parts, gears, mostly for trucks. Talleres Mecanicos De Precision, Paulino Caballero 27, Pamplona (Navarra). I.R.-681.

★★ Gears, liquid transportation tanks. Engranajes Y Bombas S.A., Edificio Retolaza, Eibar (Guipuzcoa). I.R.-700.

373 Ship, Boat Building, Repairing

Spain

★★ Plastic boats. Javier Prat, Bertendona 4, Bilbao. I.R.-574.

381 Engineering, Laboratory, Scientific, Research Instruments

Italy

★★ Scales, automatic measuring devices for granulated products. Autoscale (Berkel Italiana), Via dei Giardini, 7, Milan. I.R.-340.

★★ Agent for scientific apparatus. Vaschetti & Grosso, Via Cavour 46, Turin. WTD 9/21/60. I.R.-393. ★

Netherlands

Equipment for determination of ash contents in coal. N.V. Nederlandsche Rontgen Apparatenfabriek Evershed-Enraf, 69 Van Leeuwenhoeksingel, Delft. WTD 11/26/62.

Spain

★★ Laboratory furniture of formica and P.V.C. Sotrather Iberica S.A., Amaya 18, Las Arenas, Bilbao. I.R.-596.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Italy

★★ Agent for inexpensive gas detector. F. Bartolomucci, Via Matteotti, 1, S. Donato Milanese (Milan). I.R.-561.

★★ Agent for new type calorimeter. Ing. Cherubino Vandini, Via Vallescura 17, Bologna. I.R.-535.

★★ Agent for line of specialized electromagnetic test equipment. Industria Elettromeccanica Giraudi, Cisano Bergamasco (Bergamo). I.R.-276. ★

Netherlands

Industrial process instruments such as Nonius torsion pendulum. N.V. Nederlandsche Rontgen Apparatenfabriek Evershed-Enraf, 69 Van Leeuwenhoeksingel Delft. WTD 11/26/62. Brochure available from Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

384 Dental Instruments, Supplies

Italy

★★ Dental equipment. Piorvitalia, Via Marchesi de Taddei, 3, Milan. I.R.-310. ★

391 Jewelry

Burma

Ruby, sapphire; ½-100 carats. U San Win, Shan Su Quarter, Mogok, Shan States. WTD 12/20/62.

Italy

★★ Gold watch cases. Orotecnica, Via Albiroli, 16, Bologna. NCIA. I.R.-550.

394 Toys

Greece

★★ Dolls with Greek native costumes. Aris Avouris, 5 Karori St., Athens. I.R.-235.★

Italy

★★ Electric toy trains. Casadio Scambi e Binari in "HO," Via Jacopo di Paolo 43, Bologna. I.R.-534. ★

★★ Agency for ski slope foundation material. Dott. Pietro Acquaderni, Strada Maggiore, 94, Bologna. I.R.-525. ★

396 Costume Jewelry, Costume Novelties, Buttons, Miscellaneous Notions

Spain

★★ Semiprecious jewelry. Juan Maria Lerma, Prim 35, Bilbao. I.R.-778.

★★ Sculptures, figures in typical Spanish types in porcelains, terracotta. Ceramicas A. Bolinche, Dr. Sumsi 18, Valencia. I.R.-489.

398 Miscellaneous Manufacturing Industry Products

Greece

★★ Painting on synthetic wood tile. Aris Avouris 5 Karori St., Athens. I.R.-235.★

Italy

★★ Medals, statues, necklaces. Argenterie Del Canavese, Loranze, Ivrea. I.R.-397.

Spain

★★ Toledo imitation goods. Juan Guillen Morales, Plaza de Falange Espanola, Sevilla. I.R.-652.

★★ Handicraft goods. Javier Ruiz Lloreda, Aptdo. 297, Santander I.R.-521.★

★★ Nonarcing materials for electrical insulation. Industrias Electricas Elecqui, Av. Jose Antonio 14, Bilbao. I.R.-785.★

★★ Religious articles. Agency. Metalaria General Y Artistica S.A., Licenciado Poza 59-61, Bilbao. I.R.-711.★

★★ Brass ornaments. J. Javier Guisadola, Guertaria 12, San Sebastian. WTD 11/28/62. I.R.-733.

599 Retail Store Products

Mexico

Mexican handmade goods. Compensacion Internacional, S.A., Bolivar 31, Mexico 1, D.F. WTD 2/19/59.

731 Advertising

Italy

★★ Exporter-importer index seeks advertisers. Pozzo Salviati Gros Monti S.p.A., Via Santa Teresa 3, Turin. I.R.-596.

★★ Advertising firms to represent U.S. concerns in sales promotion. Rassegna Del Commercio Estero-Enicomest, Via F. Filzi, 2, Milan. I.R.-339. ★

739 Business Services

Greece

★★Industrial consultant offers services to U.S. firms contemplating air-conditioning installation in Greece. Vencon-Nicholas Varsos, 24 Aidiniou Str., New Smyrna, Athens. I.R.-287.

Italy

★★ Research work in fields of magnetohydrodynamics, nuclear reactor calculations, applied physics. A.R.S. Applicazioni Ricerche Scientifiche, Via Saldini, 18, Milan. I.R.-631. ★

★★ Patents, patent information in Italy, Switzerland. Ing. A. Racheli & C., Viale S. Michele Del Carso 4, Milan. I.R-281.

Spain

★★ Wishes representation of U.S. advertising agency, market research firm. C.I.D. S.A. Publicidad, Calvo Sotelo 16, Madrid. I.R.-524.★

841 Museums, Art Galleries

Italy

★★ Oil paintings. Castelli Sirio, Via dei Lombardi, 4, Massa Lombarda (Ravenna). I.R.-552.

★★ Artworks. L'Attico, Piazza di Spagna 20, Rome. NCIA. I.R.-604. ★

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Rafael Matalón, director of Hilanderia Algodonera Villa Devoto, S.A., José Pedro Varela 4966, Buenos Aires, interested in contacting representatives of **textile weaving** industry, developing U.S. market for cotton yarns. Jan. 1 via Los Angeles; c/o Bradlow, Inc., 3923 W. Jefferson Blvd., Los Angeles. Itinerary: Los Angeles, New York.

Australia

Hugh W. E. Paton, representing National Paper Co. Pty., Ltd., 234 Bank St., South Melbourne, Victoria, interested in importing **kraft wrapping paper, waterproof paper, grease proof paper, pressure sensitive tape, special wrapping papers,** and **carton sealing equipment.** Jan. 21, via New York for 1 week; c/o Australian Trade Commissioner, 630 Fifth Ave., New York; 350 Post St., San Francisco; Suite 504, 6 N. Michigan Ave., Chicago. Itinerary: New York, San Francisco, Chicago.

England

S. F. Zimmer, representing S. & C. Zimmer, 110 Hatton Garden, London, E.C.1., interested in purchasing **imitation jewelry** suitable for British market, also interested jewelry findings. Jan. 20 for 3 months; c/o A. D. Brown, 802 W. Main, Ahoskie, N.C. Itinerary: Various cities in N.Y., N.J.

France

Max-Henri Dubsky, representing Frigi-King France and Euro-Parking S.A., 83 ave. Emile Zola, Paris 15a, interested in **automobile air conditioners, automotive equipment, nuclear instruments,** and **computers.** Jan. 6 via New York for 2 weeks; U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1. Itinerary: Dallas, New York.

Italy

Remo Canzi, representing S.a.S. Colorificio Fratelli Corti, Via B. Luini, Lissone (Milan Province), interested in contacting U.S. manufacturers of **paints** and **varnishes** with view to possible exchange of licenses. Dec. 22 via New York for 17 days; c/o Vecchi, 441 76th St., North Bergen, N.J. Itinerary: Boston, Philadelphia, Washington, Baltimore, New York.

Jamaica

George A. Bogle, representing Tropical Trading Co., 18A Duke St., Kingston, interested in **agencies** of all kinds. Dec. 15 via Miami for 1 month; 130-41 217th St., Laurenton, Queens, Long Island, N.Y. Itinerary: New York.

Luxembourg

Raymond Balsen, representing Soludec Co., 12 ave. Arsenal, Luxembourg, interested in materials, techniques used in constructing **factories,** similar structures; also technical information: visiting U.S. firms engaged in above activity. Jan. 15 via New York for 1 week; c/o Consulate General of Luxembourg, 200 E. 42d St., New York 17. Itinerary: New York.

Pakistan

Mazhar Elahi, representing Golden Mills Supply Co., 29 Brandreth Rd., Lahore, interested in **transmission belting, v-belts, pipes, fittings, belts, nuts, valves of all descriptions, brass wire netting;** technical information on G.I. wire netting plant. Mid-Jan. via New York for 1 month; Stanley G. Flagg & Co., Ltd., 3 Penn Central Plaza, Philadelphia 2. Itinerary: New York, Chicago, Boston, Philadelphia, Pittsburgh, St. Louis, Cleveland, Denver, Los Angeles.

South Africa

E. L. Woodward, representing Apwood (Pty.), Ltd. (formerly A. Aprahamian-E.L. Woodward), 404 Commercial Exchange Bldgs., corner Frederick & Harrison Sts., Johannesburg, P.O. Box 8744, interested in factory representation of **automotive spares, accessories, engineering requisites, tools, hardware, welding equipment;** technical information. Jan. 20 via New York for 6 weeks; c/o American Express, 649 Fifth Ave., New York, N.Y. Itinerary: New York, Philadelphia, Chicago, Cleveland, Los Angeles, St. Louis.

Basil Gordon, representing Johannesburg Hardware Wholesalers (Pty.), Ltd., Johannesburg, interested in purchasing **kitchenware, hardware, fancy goods, glassware,** all **housewares.** Jan. 20 for 1 week; Anglo-African Shipping Co., Inc., 16 E. 34th St., New York 16. Itinerary: New York.

Switzerland

Kurt Frischknecht, representing self, Neuwiesenweg 5, Hinteregg-Zurich, interested in contacting U.S. firms interested in increasing export business with Europe, Middle East, and Africa. Early Jan. via New York; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York.

Syrian Arab Republic

Ahmad M. Attar, representing Etico (Engineering, Trading, Industrial Co.), P.O. Box 2425, Damascus, interested in **construction** contractor agency or partnership; financing of housing project, other construction projects. Dec. 23 via New York for 30 days; 2319 W. Ninth St., Austin, Tex. Itinerary: New York, Houston.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.

CANADA—Plans announced by Bernard Pinard, Roads Minister of Quebec Province, for accelerating **highway projects** program in Quebec. Over $500 million to be appropriated with additional Federal aid to carry out program. Proposed program to include construction of bridge or tunnel joining Metropolitan Blvd. to Boucherville on south shore at cost of $75 million. Tunnel-bridge project leads up at Ile Charron, while 5.4 miles of 6-lane access roads must be built; 2½ mile link along Montee St. Leonard from Metropolitan Blvd. at cost of $4 million; Trans-Canada Highway between Dorion and Ontario border toward Ottawa at cost of $9 million, included in estimated $150 million to complete trans-Canada project along entire length in Quebec; finishing up Metropolitan Blvd. between Montee St. Leonard to east end extremity of Montreal at cost of $10 million; a 20 mile section of route 2 west of Montreal to Riviere Beaudet where it joins route 401; $6 million expenditure on Montreal approaches to Mercier Bridge, improving route 3 at Candiac near Sorel to Tracy, a 50 mile distance at cost of $20 million; auto route between Montreal and Sherbrooke estimated at $50 million. Laurentian autoroute extension between St. Jerome and Ste-Adele to cost $16,300,000. Completion of program and various other road projects in immediate Montreal area expected by 1967. Interested U.S. firms contact Hon. Bernard Pinard, Roads Minister of Quebec Province.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated November.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Architects, Builders, Contractors and Engineers—Portugal.
Business Firms—Gibraltar, December 1962.
Dry Goods and Clothing Importers and Dealers—Pakistan.
Hardware Importers and Dealers—Peru.
Oil (Animal, Fish & Vegetable) Importers, Dealers, Producers, Refiners and Exporters—South Africa.

Subscribers may get free copies of Overseas Reports

WTIS series replaced by new OBR publications; single copies available on request

International Commerce subscribers are eligible for individual free copies of the projected 250 Overseas Business Reports to be published annually by the Commerce Department's Bureau of International Commerce.

The OBR series combines the 3 parts of the former World Trade Information Series, which it replaces.

New reports will be summarized in International Commerce. As they appear, a free copy may be requested from the Publications Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C. The first 9 reports to be published are listed on this page.

Each report must be specifically ordered, however, at the time of listing in International Commerce. Not more than 1 copy of each will be furnished free.

Automatic mailing of all Overseas Business Reports may be obtained only by subscribing to the service from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C., or from any Department of Commerce Field Office for $18 a year ($12 additional for foreign mailing). Single copies are available from these same sources at 15 cents each.

New Books and Reports

***Statistical Yearbook 1962: Tin, Tinplate and Canning.* Published by the International Tin Council. London, 1962. 280pp. $8.40, post free (air mail extra).**

The Statistical Year Books of the International Tin Council are reference works for the world's tin-producing and tin-using industries. The present 280-page volume brings up to date the statistical and other information last published in 1960.

In the introductory sections of the Year Book, the world tin situation is reviewed to mid-1962 along with other principal elements in the world tin position, such as smelter output, stockpiles, East-West trade, the world's tinplate industry and the International Tin Agreement.

The next part of the Year Book (164 pages) deals, one by one, with the tin position in nearly every country in the world. Separate statistical tables and full textual commentary are given for each country. Tables of prices for tin, tinplate and other tin products are also included.

The remainder of the volume (76 pages) is devoted to the canning industry. A general survey of the industry precedes a country by country presentation of the statistical material, with accompanying text.

It can be ordered from the International Tin Council, 28 Haymarket, London, S.W.1.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, 1962. Annual subscription $18 ($12 additional for overseas mailing), 15 cents per copy.**

Licensing and Exchange Controls in the United Kingdom. OBR-62-1. 4pp. Contains the latest available information on the U.K.'s import licensing policy and formalities, dollar goods quotas and exchange and export controls (including controls over invisibles, capital transfers, transfers of royalties and dividends, inheritances and travel funds). It also lists U.S. controls on trade with the U.K.

Import Tariff System of Honduras. OBR-62-3. 2pp. Covers units of currency, weights and measure, bases of assessing duties, methods of payment, preferential duties, customs surtaxes, sales and other internal taxes, consular documents and fees, and special regulations.

Total Export and Import Trade of the U.S., January-August 1962. 12pp. A tabular presentation of U.S. trade during the first 8 months of 1962.

Pakistan's Licensing and Exchange Controls. 5pp. Summarizes Pakistan's import policy, licensing controls, exchange controls, export controls and administration, the export promotion plan, and U.S. controls over trade with Pakistan.

Japan's Licensing and Exchange Controls. OBR-62-6. 4pp. Contains the same type of basic information as the licensing and exchange booklets listed above.

Living Conditions in Sweden. OBR-62-7. 7pp. A capsule version of life in Sweden, containing information on the country's entrance requirements; employment of aliens; customs procedures; articles for reexport; foreign exchange, finance, and taxes; the cost of living; health conditions and medical facilities; religious and educational institutions; entertainment and recreation facilities; transportation; communication; and the diplomatic offices maintained by each country.

Import Tariff System of Egypt (UAR). OBR-62-8. 2pp. Contains the same type of basic information as the licensing and exchange booklets listed above, although dealing with imports only.

Establishing a Business in Greece. OBR-62-10. 17pp. Covers the Greek business climate; economic development program; Common Market relationship; the 2 government investment laws; distribution, quality and price controls; rights of U.S. nationals, Treaty of Friendship, Commerce and Navigation with the U.S.; guaranty insurance; tariffs, trade concessions and restrictions; types of business organization; foreign branch offices; commission agents; organizing a bank; patents, trademarks, copyrights; regulations of the employment of aliens; labor legislation and conditions; the labor force; social insurance; taxation, including direct and indirect taxes as well as tax concessions for provincial industries; business practices; and a 24-item bibliography of English language publications concerned with Greece.

Import Tariff System of the Entente States (Ivory Coast, Dahomey, Niger, and Upper Volta). . . . OBR-62-11. 4pp. Contains the same type of basic information as the licensing and exchange booklets listed above, though only pertaining to imports.

The following final reports in the WTIS series are also available from the Superintendent of Documents:

Establishing a Business in Pakistan. WTIS, Part 1, No. 62-44. 21pp. 15 cents.

Basic Data on the Economy of Sierra Leone. WTIS, Part 1, No. 62-80. 11pp. 15 cents.

Market for U.S. Products in Viet-Nam. WTIS, Part 1, No. 62-76. 35pp. 15 cents.

Living Conditions in Brazil. WTIS, Part 2, No. 62-54. 11pp. 10 cents.

Quarterly Report on the Containers and Packaging Industry. BDSA, Autumn 1962. Vol. XV, No. 3. 31pp. 20 cents.

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Calendar *for international traders*

January

14—Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

14-15—Businessmen's Consultation on the Philippine Trade Mission. **Seattle, Wash.** Sponsor: U.S. Department of Commerce.

14—Export Trade Seminar, Opening Session (9 weeks), **Pensacola, Fla.** Sponsor: U.S. Department of Commerce, Jacksonville Field Office.

15—Luncheon Meeting, International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.** Subject: "New Trade Bloc Trends."

15—Monthly Meeting of the Memphis World Trade Club. Hotel Claridge, **Memphis, Tenn.**

15—First Monroe Conference on Exports, **Monroe, Louisiana.** Speaker: The Honorable Charles M. Meriwether, Director, Export - Import Bank of Washington. Sponsors: Small Business Administration; U.S. Department of Commerce.

15—World Trade Club of Greater Providence Chamber of Commerce Dinner Meeting, **Providence, R.I.**

15—Monthly luncheon meeting of the Cedar Rapids Chamber of Commerce Foreign Trade Bureau. **Cedar Rapids, Iowa.** Topic: Significant Aspects of the Common Market Challenge.

16—Businessmen's Conference on the Philippine Trade Mission. **Portland, Ore.** Sponsor: U.S. Department of Commerce.

16—Export Expansion Seminar, Chicago-Sheraton Hotel, **Chicago, Ill.** Sponsors: Illinois Committee for Trade Expansion and the Regional Export Expansion Committee.

16—Export Expansion Meeting. Sheraton-Carlton Hotel, **Chicago, Ill.** Sponsor: Illinois Committee for Trade Expansion.

17—World Trade Club of Detroit Dinner Meeting. Pick-Fort Shelby Hotel, **Detroit, Mich.**

17—All-day Businessmen's Consultation with Dr. Richard H. Holton, Special Assistant to the Secretary of Commerce for Economic Affairs. **St. Louis, Mo.** Sponsored by Chamber of Commerce, World Trade Club, Federal Reserve Bank of St. Louis and U.S. Department of Commerce.

17—Second Annual Export Expansion Workshop, Hotel Statler, **Hartford, Conn.** Sponsors. Hartford and Hartford Area Chambers of Commerce; Connecticut Regional Export Expansion Council; Boston Field Office, U.S. Department of Commerce.

17-18—Businessmen's Consultation, U.S. Trade Mission to the Philippines. **Honolulu, Hawaii.** Sponsor: U.S. Department of Commerce.

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

21—Foreign Trade Educational Workshop (first of 7 weekly meetings), World Trade Center in New England, **Boston, Mass.** Sponsors: U.S. Small Business Administration; U.S. Dept. of Commerce.

22—National Credit Conference, Sheraton-Chicago Hotel, **Chicago, Ill.** Speaker: Luther H. Hodges, Secretary, U.S. Department of Commerce.

22—Practical Course in Exporting (first of 7 weekly meetings), Rhode Island College, **Providence, R.I.** Sponsor: U.S. Dept. of Commerce.

22—Businessmen's Conference of U.S. Trade Mission to Japan; **Cleveland, Ohio.** Sponsor: U.S. Department of Commerce.

22—Second Annual Export Seminar, World Trade Center, **Houston, Tex.** Sponsors: Houston World Trade Assn.; Houston Chamber of Commerce; Houston Regional Export Expansion Council; U.S. Department of Commerce.

23—Foreign Trade Education Workshop (first of 8 weekly meetings). **Savannah, Ga.** Sponsors: Savannah Regional Export Expansion Council; Savannah Chamber of Commerce; U.S. Department of Commerce.

23—Businessmen's Consultations, U.S. Trade Missions to The Philippines and Japan, **New Orleans, La.** Sponsor: U.S. Department of Commerce.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

24—World Trade Club of St. Louis, Inc., Dinner Meeting. Rose and Crown Room, Cheshire Inn, **St. Louis, Mo.**

25—Businessmen's Conference of U.S. Trade Mission to Spain; **Ft. Lauderdale, Fla.** Sponsor: U.S. Department of Commerce.

28—Foreign Trade Educational Course (first of 7 weekly meetings), **Springfield, Mass.** Sponsor: U.S. Dept. of Commerce.

28-29—Two-day Businessmen's Consultation on the Foreign Credit Insurance Assn. with Export-Import Bank representative. **St. Louis, Mo.** Sponsors: Chamber of Commerce, St. Louis World Trade Club and U.S. Department of Commerce.

31—Special Luncheon Meeting, International Executives Assn., United Nations West Terrace, **New York, N.Y.**

February

7—U.S. Trade Mission to Greece, Terminal Conference. Sheraton-Plaza Hotel, **Boston, Mass.** Sponsor: U.S. Department of Commerce.

7—Businessman's Conference of the U.S. Trade Mission to the Philippines, **Milwaukee, Wis.** Sponsor: U.S. Department of Commerce.

11—Opening Session of 7 weeks' course "St. Louis Export Trade Seminar" at Clayton High School Library, **St. Louis, Mo.** Sponsored by Chamber of Commerce, World Trade Club, Small Business Administration and U.S. Department of Commerce.

11—Foreign Trade Council of Worcester Area Chamber of Commerce Dinner Meeting, **Worcester, Mass.**

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

12—Automotive Exporters Club, monthly meeting, Engineers Club, **Chicago, Ill.**

12-13—Conference for Corporation Executives on Current Developments in Western Europe. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

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